Board of Trade Journal

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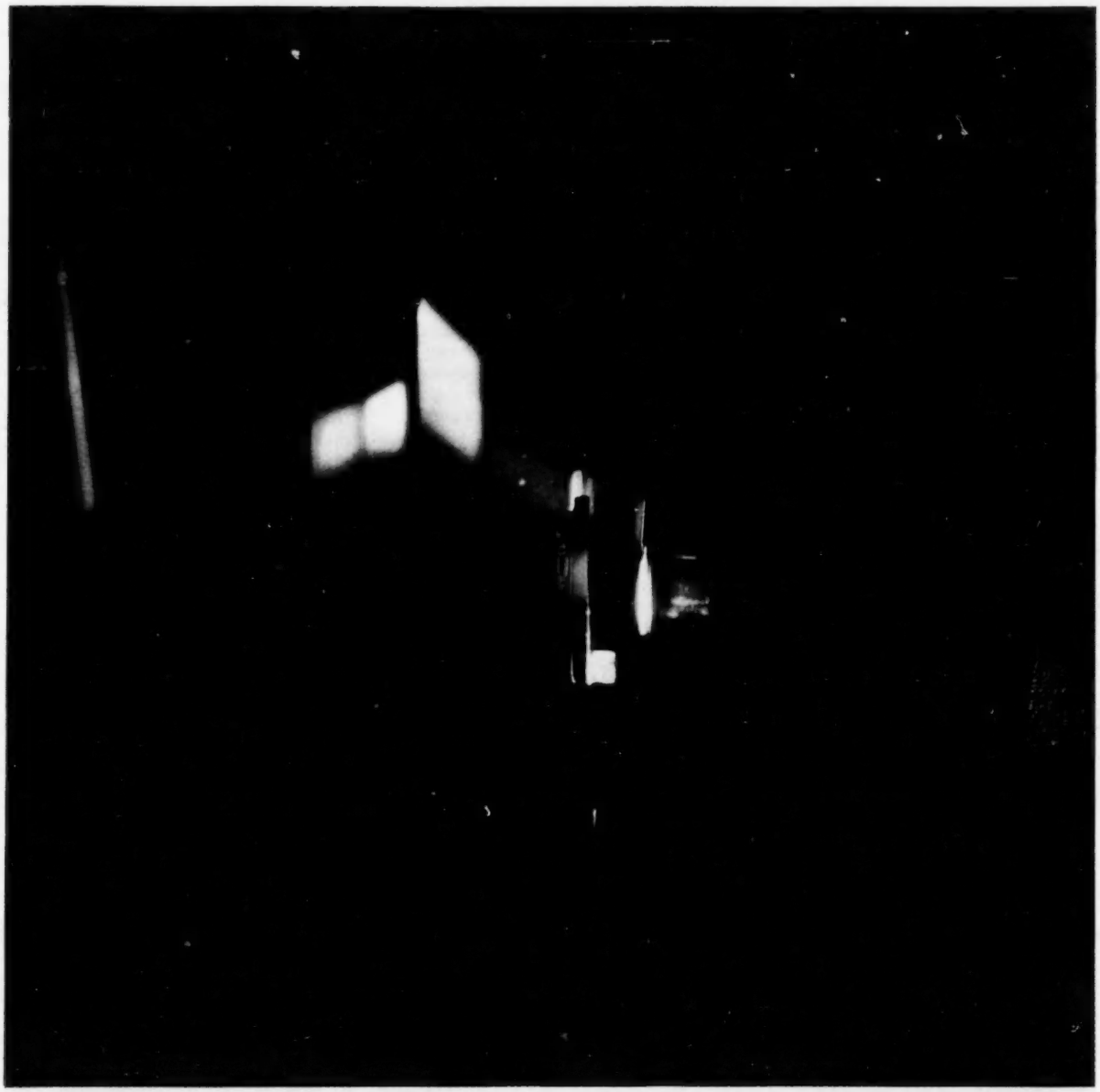

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Front cover photograph

Part of the spectrum produced by a Unicam SP600 spectrophotometer. This photo is featured on the front page of a new booklet designed and published by the Cambridge-based company of Pye Unicam Ltd. It has already been translated into three languages, including Russian, and has been sent to nearly every country in the world.

LATE ANNOUNCEMENTS

Re-valuation of the Deutschmark

ON OCTOBER 24 the Federal German Government announced a re-valuation of the Deutschmark by 9.29 per cent. The new rate takes effect from October 27 and in terms of Deutschmarks £1 is now worth 8.78 Marks as compared with 9.6 Marks before re-valuation.

Delay on some copies of BOT Journal

INDUSTRIAL ACTION involving one of HMSO's London warehouses resulted in distribution of some copies of October 22 issue of the *Board of Trade Journal* being unavoidably delayed. All copies of this issue have since been despatched. HMSO and the Board of Trade regret any inconvenience caused.

Index to Statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

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Aircraft noise at Heathrow and Gatwick airports (Q)	22 Oct. 1969
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Trends in 'invisible' transactions (6-M)	17 Sept. 1969
UK balance of payments (Q)	17 Sept. 1969
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Business names registered (A)	7 Feb. 1969
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Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 Oct. 1969
Industry's investment intentions (3 times a year)	22 Oct. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	This week
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisition and mergers (Q)	3 Sept. 1969
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Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
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Value of overseas trade; analysis of trends (Q)	6 Aug. 1969
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Insurance companies:	
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Transactions (Q)	17 Sept. 1969
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Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1960
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exporters	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	13 Aug. 1969

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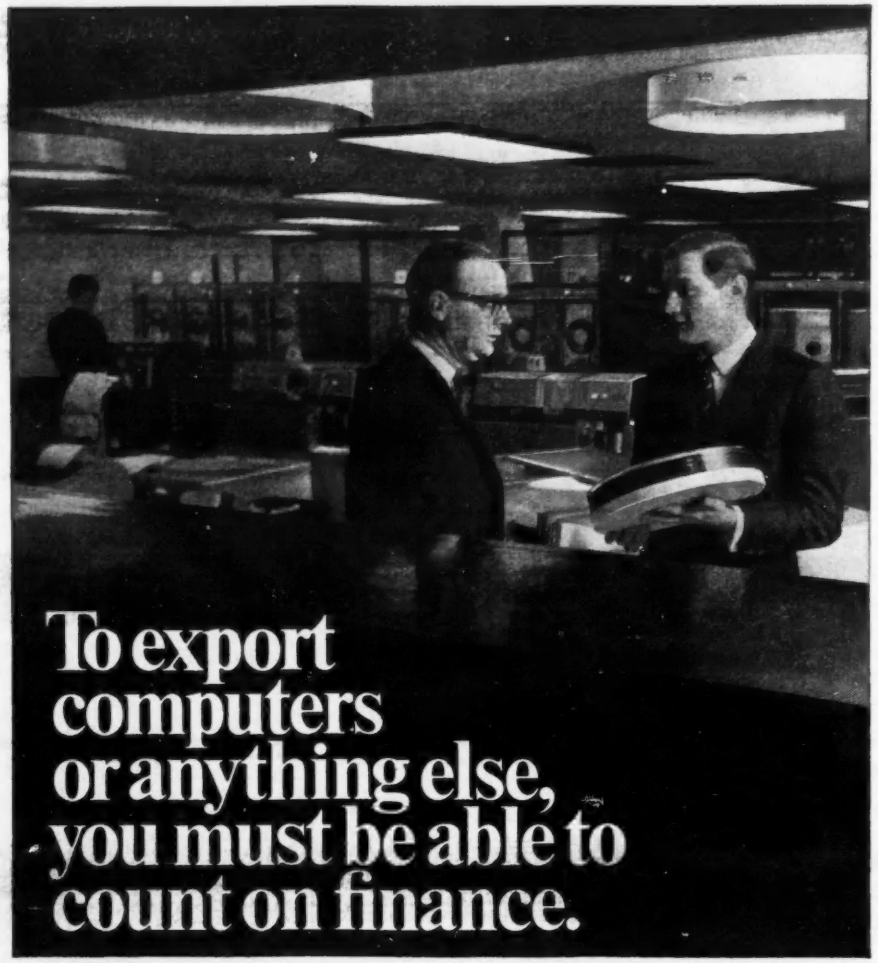

To export computers or anything else, you must be able to count on finance.

Which is where ECGD is helping this major computer group. In a tower block overlooking the Thames, we talked export finance to financing officer Neville H, (above left).

Interviewer: You first had an ECGD policy in 1966. Was finance the main motive?

Neville H: One of them. It means we get three to five year finance from the banks and institutions at 5½% where we use the ECGD specific bank guarantee. This is a valuable addition to our medium-term borrowing. The other motive was security, of course. We felt at that point we needed insurance against default and so on because of the risks of trading internationally. We were getting a lot of enquiries from new markets at that time, and the transfer risk also began to matter.

How large is your international trade?

Neville H: Last year our overseas revenue was £26 million. To compete, we must give credit in one form or another. This means we need a lot of finance.

Your ECGD bank guarantee reduces the cost of this?

Neville H: Perhaps even more important is that the guarantee means finance is *available*. This availability problem is felt by all companies in squeeze periods – even for exports. Medium-term finance is the most difficult money to get in this country at a reasonable rate. Which brings us back to your cost point. Through the guarantee we've been able to keep the rate at 5½%, so the cost of financing is less – and in turn we can offer advantageous terms overseas.

That's three to five year finance on specific sales. What about the newer ECGD facility – the comprehensive bank guarantee for up to two years?

Neville H: Useful, too, because through it we can finance shorter-term sales at Bank Rate. But the specific guarantee is more important to us.

Do you plan to increase exports and if so, how?

Neville H: We plan to double them in five years. Our overseas marketing policy is *selectivity*. We select certain markets, and put the necessary money behind our people there. We've done this in France, South Africa, and Australia and now we're doing the same in Sweden.

Is the policy working?

Neville H: We're already the largest computer manufacturer outside the U.S. Product-wise, we're streets ahead in some areas – especially software. We shall export more this year. Provided we go on getting the finance we need.

Your company can finance export credit-giving more easily and more cheaply with an ECGD policy. Policies issued by this Government Department offer two kinds of advantage: insurance for exporters against loss through default, insolvency, transfer and other risks; and facilities for raising export finance from banks at favourable rates. For details of ECGD insurance and guarantees to lending banks contact your local ECGD Manager.

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EFTA—a real-life success story

In the first nine months of 1969 British exports to EFTA rose b £129 million, or more than 20 per cent, over the equivalent period last year. This is a fine achievement by any standard. It is a faster rate of increase than even the substantial rise of 18 per cent in our exports to the EEC countries, and a very much better performance than in the rest of the world as a whole. In fact EFTA means big business.

THE CREATION of a free trade area in industrial goods with a population of over 100 million – in terms of the United Kingdom a doubling of the home market – is in itself a great achievement. In the course of the Maudling negotiations in 1958 for a European Free Trade Area many doubts were expressed as to the feasability of such an arrangement; in particular, there were misgivings about the practicability of rules of origin. EFTA has shown, over the last 10 years, how wrong these gloomy prognostications were.

Over this period intra-EFTA trade has increased two and a half times, much more than the increase in the trade of the EFTA countries with the rest of the world. Two million consignments per month eligible for EFTA tariff treatment is an indicator of the effectiveness of the first-ever free trade area. This is particularly significant when one considers that not all the EFTA countries are traditional trading partners. While there are long-standing trading links between the United Kingdom and Scandinavia, the tremendous growth of our trade with Switzerland, Austria and Portugal in recent years must surely be due in large measure to the existence of EFTA.

The fact is that the trade potential of EFTA has been greatly underestimated in the past. Because the EFTA countries are mostly small (3 per cent of the world population) it is easy to assume that they are small markets. Nothing could be more wrong. They are wealthy, dynamic countries which import a high proportion of their needs and account for 15 per cent of total world trade. 15 per cent of British trade is with EFTA. Sweden imports more from the United Kingdom than all Eastern Europe, including the USSR. Denmark takes from us as much as Italy, and Norway as much as Russia.

With further economic integration in Europe again in the air and with a meeting of EFTA Ministers only a week off, it is worth taking another look at EFTA as a trading organization. The appearance of its Ninth Annual Report last month was greeted with gloom in some quarters because of the relatively disappointing trade figures in 1968. These were partly attributable, so far as the United Kingdom is concerned, to the slow initial impact of devaluation and some dislocation in the fields of ports and shipping.

But 1969 has so far been an unbroken success story. The inevitable ups and downs of our fortunes must not blind us to the need to exploit to the full this rich market. The diagrams give some indication of the potential – exceptionally big imports per head of population; high dependance on manufactures; and plenty of scope for further penetration by United Kingdom suppliers.

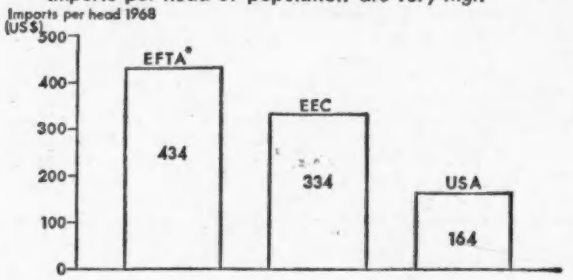
Nor is there anything static about EFTA: its activities and trade are constantly moving ahead. The dismantling of tariffs and quantitative restrictions was only a beginning and by no means exhausted its potential benefits. Much progress has been made in removing non-tariff barriers to trade and this work goes on. Table 1, which shows the upward surge of our exports in EFTA also underlines that there is plenty of scope for bettering our performance.

Mr. Roy Mason to lead UK delegation at EFTA Ministerial meeting

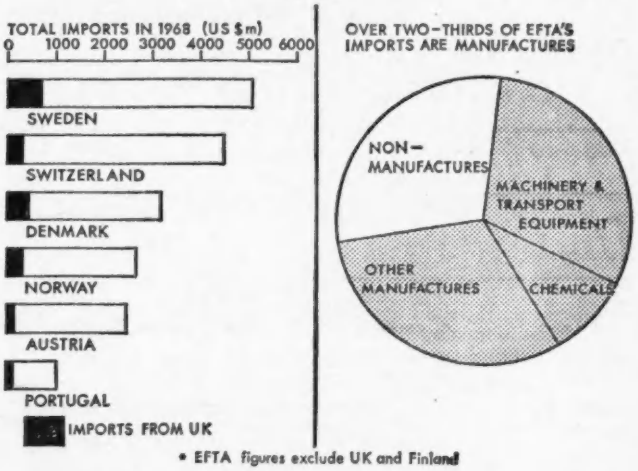
MR. ROY MASON, President of the Board of Trade, is to lead the United Kingdom delegation at the meeting of the European Free Trade Association Ministerial Council in Geneva on November 6-7.

INDICATORS OF EFTA'S MARKET POTENTIAL

Imports per head of population are *very high*



—and there is a *big* market potential



* EFTA figures exclude UK and Finland

Table 1. UK exports (f.o.b.) in £ million

Importing country	Nine months ended		% rise in exports
	Sept. 1968	Sept. 1969	
Finland	58·3	71·9	*23*
Sweden	187·1	215·9	*15*
Norway	90·6	99·4	*10*
Denmark	120·0	142·3	*19*
Switzerland	92·1	122·3	*33*
Portugal	43·6	57·3	*31*
Austria	37·8	49·7	*32*
Total EFTA	629·5	758·8	*20*

These figures demonstrate that increased British activity in the EFTA markets, helped on by devaluation, is paying off. Table 2 shows a sparkling export performance this year.

(Continued on next page)

Mr. Roy Mason visits Blackburn and BoT N W regional office

MR. ROY MASON, President of the Board of Trade, visited Mullards of Blackburn on October 24. This was Mr. Mason's first visit to industry since his appointment as President of the Board of Trade. He toured the factory meeting the work force as well as directors of the company.

At a Press conference on October 24, Mr. Mason said that when the Prime Minister had asked him to become President he had said he wanted him to concentrate on the job of export promotion, and to give more time to it than his predecessors had been able to.

'But we are not starting from scratch,' Mr. Mason said: 'there has been a rapid build-up in our export promotion effort and expenditure over the last few years, and I think industry in general now thinks well of the range and quality of the services we offer. So what I am now doing is to review our export promotion activities and the whole organization of this side of the Board of Trade's work, to see how we can put even more effort into the export drive, and to give it a fresh emphasis.'

He added that he was giving high priority to the review, which would take a week or two to complete. As part of it he had visited the Board's NW regional office to see how the export side of a regional office operated, and what sort of contact it had with industry.

'I think it is essential for me to spend much more time than my predecessors have been able to on visits both at home and abroad. I am, therefore, starting today a series of visits to leading exporters throughout the United Kingdom by going to Mullards' factory at Blackburn. I hope through these visits to be able to see something of British exporting industry and of their leading directors, and to hear at first hand about their successes and their problems. I also hope to be able to plan these visits so that they link in with the visits I make overseas and with the Board of Trade promotion drives.

'As another part of my review I am looking for ways in which we can give greater encouragement to our invisible earners. The Board of Trade is the main sponsor for many of the most important of these industries – in particular for shipping, insurance, aviation and tourism – and they are of crucial importance to our balance of payments.'

The President said he had chosen the North-West for his first visit to exporting industry because 16 per cent of the United Kingdom's total exports come from this area, and because he wanted to visit an area with a wide variety of industry.

Of his visit to Mullards, he said they were a major British group with international links and markets and with a first-class export record. He understood that the turnover of the Mullard Group as a whole in 1968 was almost £59 million and that £10.2 million of this, or 17.3 per cent, was exported. He had also been told that in 1969 the company intended to produce 40 million valves at their Blackburn factory, and that over 40 per cent of these should go to export markets – and valves were, of course, only one aspect of the Blackburn factory's work.

EFTA, *continued*

Table 2. UK exports (f.o.b.) in £ million

Importing country	Nine months ended		% rise change
	Sept. 1968	Sept. 1969	
EFTA	629·5	758·8	*20*
EEC	873·3	1,026·7	*18*
Rest of the world	3,021·9	3,351·2	*11*

All this indicates that EFTA is very much a going concern with a promising future even if it remained in its present form. But the creation of a successful though limited free trade area was only one side of EFTA. It has from the start aimed at breaking down artificial barriers to wider trade in Europe and it seems likely that, in spite of disappointments in the past, there is now a real prospect of achieving this aim in the foreseeable future. Whether this hope is realized or not the present EFTA members will remain important trading partners for Britain. There must be no complacency in our attitude towards them. Increased attention to them paid by British firms in recent years is now beginning to reap rewards. There must be no slackening off but increasing activity and punctilious observance of the needs of these sophisticated and discriminating markets which still have so much to offer.

A great deal of effort has been put into major British trade promotions in EFTA over the last five years. A British Fortnight in Denmark in 1964, Britain '66 in Oslo, the British Trade Drive in Denmark in 1968, British Week Stockholm 1968, London Week in Gothenburg and British Week Vienna this year and 'Britain in Finland' planned for 1970; these form an impressive list without counting many smaller manifestations. This is all to the good, but these promotions do no more than lay the foundation for a constant, sustained effort by all British firms interested in the EFTA markets.

There is no easy road to success in EFTA markets where high quality, prompt deliveries and good after-sales service are demanded. But there are rich rewards for exporters in these wide-open markets with an insatiable appetite for capital and consumer goods of all kinds.

Trade Descriptions Act: the first nine months

Prosecutions

UP TO AUGUST 31 this year (i.e. in the first nine months) local weights and measures authorities had notified the Board of Trade of 295 cases brought to court. In 274 of these the defendants were convicted on one or more counts. The Board had been notified of another 384 cases in which the authorities intended to prosecute, but which had still to come to court. Total fines imposed were almost £16,700. (No one has yet been sentenced to imprisonment, though the Act provides for this.)

Misdescription of goods accounted for 186 of the convictions, and £12,600 of the fines (average about £70 per conviction). Categories of goods covered included the following:

Motor vehicles and accessories (37 per cent of convictions) – including numerous cases of setting back the mileage recorder, false claims as to age or previous ownership, or as to the fitting of reconditioned units. For the most part these convictions were made possible by the Acts extension of the law. (See note below.)

Solid and liquid fuels (14 per cent of convictions) – including false description of the brand of paraffin, and of the octane rating of petrol.

Food and drink (13 per cent of convictions) – covering a large variety of foodstuffs and beverages, misdescribed as to origin and other physical characteristics.

Clothing and textiles (11 per cent of convictions) – origin, composition, weight, etc.

False price claims led to 80 cases of conviction and £3,700 of fines – just under £50 per case. Very roughly one-third of these cases related to food and drink, one-third to soap, detergents, and toilet goods, and the remaining one-third to a miscellany in which domestic appliances and clothing were predominant.

False statements about services, accommodation and facilities accounted for nine convictions and £400 of fines – just under £50 per case. The number of cases is too small for a statistical breakdown to be significant, but they involve a variety of repair services, drycleaning, and holiday accommodation in this country and overseas.

Note on the purpose of the Act

Since 1887 the Merchandise Marks Act had made the misdescription of goods a criminal offence, but:

(a) this legislation only caught the misdescription if it related

(*Continued on foot of page* 1161)

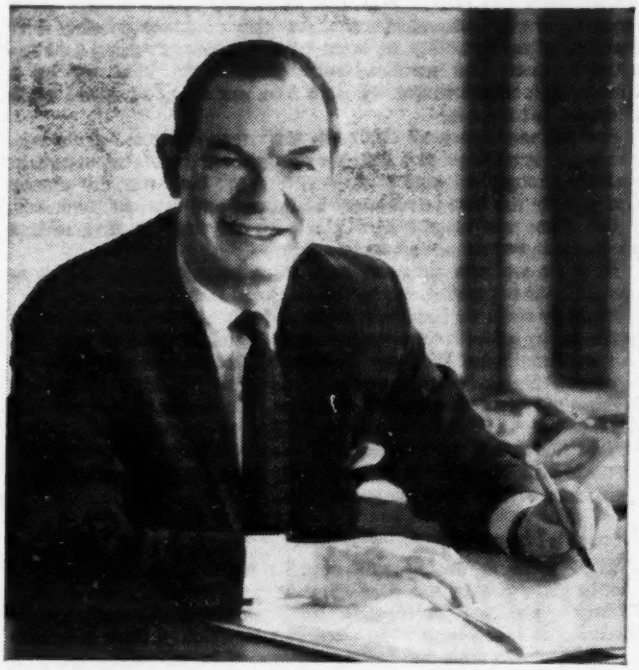
A Civil Service view of collaboration between government and industry

—Sir Antony Part

SIR ANTONY PART, KCB, MBE, Permanent Secretary to the Board of Trade, was one of the speakers at a seminar on 'Industry and Government' organized by the Industrial Educational and Research Foundation in London in July. The Foundation has published a brochure† this week recording the principal addresses. Extracts from Sir Antony Part's speech, on 'A Civil Service View' are given below:

I have been asked to speak from a civil service point of view. May I outline to you the advice I give to the Board of Trade staff nowadays?

First I say: 'You are essentially stage-setters, not prime movers. One of your main objects is to enable other people to do their best work. To do this, you need to understand the nature of the people and organizations that you are seeking to control or influence. So, get out on the ground, find out what is really happening and get to know the people who are doing the job so that you may learn their hopes and fears and how they approach their problems. But don't "go native". Don't identify yourself with your industries so that you are instinctively their ally on all occasions. You have a function to perform on behalf of Government, and since the interests of a firm or an industry cannot always coincide with the national interest you will sometimes have to be in conflict with industry.'



The art of change-making

My next piece of advice is to remind them that administration in the Civil Service is concerned largely not with maintaining the *status quo* but with trying to get things changed for the better. So I say to my staff: 'Learn the science and art of change-making. By this I mean identifying by analysis the need for change, conceiving with foresight and imagination the nature of the change required and getting the change agreed and implemented.' This may seem simple and platitudinous, but perhaps you would care to reflect on how many occasions these objectives are not successfully achieved in any walk of life.

The next item runs: 'Become a professional in administration. Learn about the developing techniques but do not let them become your masters. Learn to work in a team of mixed skills so that in time to come you may be able to head one or a group of them'. We can no longer be satisfied with a situation in which the specialist is on tap and the administrator is on top.

I also think it important that a civil servant should always try to see how a situation looks from the point of view of the people that are trying to get things done. One should consider, as it appears to them, the accumulation of controls. These controls may each seem quite satisfactory for their own purpose, but how do they look when they are lumped together? A Grand National is stimulating once a year, but not every day.

Some industralists say that they feel like Gulliver tied down by a lot of Lilliputian strings. Perhaps it is fair to retort that if there are too many controllers and advisers this may be because industry has been slow to reform itself.

Next, I say to my colleagues: 'The techniques at your disposal consist essentially of restraints on the one hand and incentives on the other. Try to ensure that the no man's land in between is as narrow as possible. One of the least rewarding occupations of Government is to try to bridge the gap between restraints and incentives by lecturing or exhortations'.

† *'Industry – its relations with Government and Parliament', price 15s., by post 15s. 6d. Copies from Industrial Educational and Research Foundation, Portland House, Stag Place, London, S.W.1 (01-353 3858).*

There remain two pieces of advice. The first is: 'Have a lively sense of the extent of your ignorance. But remember also that Government tends to have much more information than people outside Government. If there are occasions on which the gentleman in Whitehall knows best, it is often because he has not published enough information to the prime movers outside'. The last piece of advice is perhaps the most important of all, It is this. 'Interest yourself in people. It is people who have ideas, people who settle policies and carry them out, people who work with and for you and people who constitute the quality of a nation'.

Looking ahead to the '70s

In order to review the relations between industry and the civil service one needs to appreciate the setting in which those relations will be conducted. May I try to sketch these, looking ahead to the 1970s?

The classic task of British industry and commerce remains: to add the maximum value to the minimum of material. It is perhaps no coincidence that we are internationally pre-eminent in the activities that go to make up invisible exports.

In broad terms and without making a number of necessary qualifications one can safely assert that free trade is vital to the United Kingdom. One of the most encouraging features of the last 20 years or more has been the sustained growth of world trade at about 8 per cent per annum, notably higher than the rate in the 1920s-1930s. This rather remarkable increase has come about

SIR ANTONY PART'S SPEECH, *continued*

largely because the Governments of many countries have adopted a policy of economic growth.

A notable characteristic of the increase in world trade has been the growing volume of inter-trading between a limited number of developed countries. In other words we are seeing more and more specialization of manufacture. So one of the main tasks both for us and for our main competitors is to get in between the cracks of each other's markets.

This trend creates a problem in the relations between the more developed countries and the developing countries. But that is a subject for another discussion.

One thing however is clear. We in Britain cannot adhere sentimentally to old patterns of trade. As other countries develop their manufacturing capability we must move on towards more sophisticated products and more advanced technology. This will be a continuing obligation and we shall lose our share of world trade if we do not meet it.

For the most part all this calls for larger industrial groupings, but larger groupings that help to bring about better management and are strongly oriented towards getting the best value for money and making the best possible use of human and material resources.

But there will always be a place for the smaller firm with a specialized product or service to offer.

In short, we have not only to become more competitive but to measure our competiveness by international standards.

In many ways we have to look to wider horizons. For example it is the policy of both Government and Opposition to join the EEC. But we should not limit our horizon to that. We should be quite wrong to think of ourselves as a 'Little Britain' joining an inward-looking group of continental countries. We should remember that in 1968 we exported over £900 million worth of goods to the United States and that we shall continue to have important links in trade and many other spheres with many other countries both inside and outside the Commonwealth.

Growth of trans-national companies

Then there is the growth of trans-national companies. This clearly gives rise to the possibility of conflict with Governments. Examples are easy to identify. For instance, a company manufacturing in four countries has to decide in which of those countries it will locate its main production for export to yet other countries. Its decision on this may well have a significant effect on a national economy.

There is an increasing tendency towards trans-national mergers or take-overs. I understand that one American economist has forecast that in twenty years' time the number of manufacturing groups in the whole world will be no more than 300. Even if this should not prove literally true, the trend is there for all to see. It certainly gives food for thought.

The problems that we face will tend to become more complex, the time-scales needed for planning will tend to become longer and decisions to be more momentous in their effect.

Consider the repercussions, national and international, of, for example, the Common Agricultural Policy of the EEC; the building of three aluminium smelters in the United Kingdom; the merger of GEC and English Electric; the investment programme of the Central Electricity Generating Board; and finally, pollution problems of all kinds.

We are dealing nowadays with large sums of money, with intricate international inter-actions, with decisions that affect the lives and livelihood of thousands of peaple. We shall not solve problems such as these by regarding Government and industry as two contending power blocs whose role is to grapple with each other in predestined conflict.

In this setting we cannot afford to operate on an amateur basis. We shall need to use the most modern techniques of analysis and the most up-to-date aids to judgment. Remember though that there will always be a gap for judgment to jump. This, it might be said, is what administration is all about.

We should not expect to work in secrecy. In recent years Government has published a good deal more information about the way it works, the material that it uses for its work and even about the considerations that it is taking into account in developing future policies. And Fulton urged us to go still further.

The recent White Paper showed how far Government is at present prepared to go. In this connection I have three points to make:

(1) in my view we shall cross a fatal Rubicon if we insist on revealing differences of view between Departments or exchanges between Ministers and civil servants;
(2) more open-ness will often mean less speed;
(3) my personal view is that central Government needs stronger counterpoises – in Parliament, industry and local Government. The media of mass communication could make a more constructive contribution if they were better informed – and, dare I add, more accurate. The universities could play a more effective part if more of them were to build up strong centres of expertise in the fields in which Government is active: the brilliance of a few individuals is not enough.

May I take, as an example of the kind of problem that we have to face, mergers and monopolies, remembering that these are not ends in themselves but aids to improving the competitiveness of industry.

Creating the right climate

First comes the problem of how to create the right climate. Should we lower tariffs? Should we reduce or discard subsidies? Should we do as we have done and abolish resale price maintenance? Should we, as we have also done, encourage inward investment, in the hope (among other things) that the arrival in this country of market-orientated American companies will have a helpful impact on British international competitiveness? These are all questions to which deliberate answers are required. The answers, if they are to be good ones, can only be worked out in close consultation between Government and industry.

Next we have to consider what restraints should be established. Some of them may be statutory, for example the Restrictive Practices Court and the Monopolies Commission. Others may be non-statutory, witness the City Take-over Panel & Code and the Department of Employment & Productivity's Code on redundancy. Once again deliberate and carefully judged decisions are needed, and these too require consultation between Government and those outside Government.

Then there is the technique of arranging for reports. One might mention as examples the Geddes report on shipbuilding and more recently the Edwards report on civil aviation. Such reports also call for close collaboration between the public and private sectors.

Then the Government has to consider whether enough information has been made available. With mergers the President of the Board of Trade has decided that industry and the City would find more guidance useful. So later this year we are going to publish a handbook on mergers*, which will describe in some detail how Government goes about its job in this sphere.

Will all this make things happen fast enough? If not, what about special incentives and continuing intervention?

As examples of special incentives in this sphere one could cite the Board of Trade's pilot scheme for consultancy grants in Bristol and Glasgow, the transmutation of the Council of Industrial Design so as to include engineering design, and the new British Marketing Council. There are also all the aids offered by the Ministry of Technology towards technological advance. All this might seem to have a rather indirect connection with mergers and monopolies, but the connection becomes clearer when one remembers that the underlying objective is to help British industry to become more competitive internationally.

The next issue is whether there should be some kind of continuing intervention by or on behalf of Government. In the field of mergers the outstanding example is the IRC. In theory the IRC could be argued to be unnecessary on the basis that if the restraints and incentives have been correctly judged market forces should do the rest. In practice however many people would agree that the IRC has proved to be essential and they would go on to say that though there may be doubts about its structure and some of its powers it has already done much to prove its usefulness. Here

**Already published 'Mergers: a guide to Board of Trade Practice', HMSO 7s. 6d.*

(Continued on next page)

again Government took a deliberate decision to set up the corporation, but only after informal consultation with industry.

In this whole story of the Government's attitude to mergers and monopolies and the techniques that have so far been adopted in this sphere I should like to draw your attention to the great variety of partners and skills involved. This is another illustration of the way in which Government and industry are inescapably interlocked.

Finally I should like to draw attention to some changes in the areas of information and consultation that are helping or might help to improve the relations between industry and Government.

As for information we need in some respects a freer flow. But above all we need I suggest less duplication and better co-ordination. At the Board of Trade we hope that the new Business Statistics Office will contribute usefully to this end. We regard this office as offering a two-way service, that is not only a service to Government but a service to industry as well.

Incidentally, we find something of a conflict of interest within industry so far as statistics are concerned. Marketing staff and economists tend to want more of them: accountants and production staff tend to regard additional demands as expensive and time-consuming. The object should clearly be for Government and industry to work out in consultation which statistics are really needed, what are the most economical means of getting them provided and what is the most helpful means of presenting the collated results.

Planning and forecasting

Then there is the whole subject of planning and forecasting, a field in which rational discussion is often obscured by passion, prejudice and political attitudes. One thing however is clear: both Government and industry have to do better than they have done in the past, and there is plenty of room for professional discussion about the best ways of securing improvements.

In Government there has recently been a strong trend towards publishing more, even if much of what is published is necessarily tentative and may be proved wrong by events. You will have noticed the recent important announcement that, starting this autumn, the Government is to publish annually a White Paper on public expenditure; this will give, in considerable and quite sophisticated detail, particulars about projected public expenditure during the current year and for two years ahead, together with a provisional indication of expenditure in the fourth and fifth years.

Another significant development is the Chancellor's decision, dating from 1968, to publish an outline economic assessment as part of the Financial Statement issued at the time of the Budget. A third example is the medium-term economic assessment, looking five years ahead, published annually by the Department of Economic Affairs. This year's assessment was published, you will remember, as a Green Paper with the title 'The Way Ahead'.

Individual and collective consultations

Dealing with methods of consultation, Sir Antony said: 'A lot of consultation goes on – individual and collective, formal and informal. In this connection I should like to draw attention to the important contribution that is made by Regional Offices, Investment Grant Offices and the like which ensure that contact between industry and Government is not limited to London.

In principle I think there ought to be more consultation, and Green Papers seem to me a useful innovation. But I wish I could feel satisfied that all the time spent in discussion and consultation was spent to the best practical effect.

May I put to you four specific points which I put in the form of questions:

Are there too many occasions on which the same stage army from Government meets the same stage army from industry to discuss more or less the same questions?

Are all discussions that are intended to be true consultations prepared properly beforehand?

Do we overdo hospitality as a lubricant to enlightened discussion?

Do we produce too much paper to too little effect?

Summarizing his address, Sir Antony said: 'My whole talk has centred around problems of communication and the relationships between people. It began with the renewed emphasis in the Civil Service on understanding other people's work and motivations; it went on to the need to take account of larger groupings, longer time-scales and wider horizons, and to learn the techniques appropriate to the consideration of complex problems. Finally, it has emphasised I hope the importance of establishing through personal knowledge and professional procedures a basis of mutual confidence.

My own experience so far in the Civil Service has convinced me that close and effective collaboration between industry and Government is entirely practicable.

TRADE DESCRIPTIONS ACT, *continued*

to one of the characteristics (e.g. origin, fitness for purpose, performance, etc.) listed in the Acts. The list did not however cover some of the characteristics which it had become profitable to misdescribe;

(b) no one was under a duty to enforce it, so although it was believed that a good deal of misdescription went on, there was little more than a trickle of prosecutions and obviously an excellent chance of avoiding detection;

(c) the old Acts did not catch oral misdescriptions, and there were considerable technical difficulties in dealing with goods in the shop which did not match up to the description given in advertisement.

The Trade Descriptions Act therefore:

(i) extended the list of those characteristics of goods which it is an offence to misdescribe. Important additions included claims that the goods had been tested or approved, date of manufacture, 'any other physical characteristics', and 'other history, including previous ownership or use';

(ii) created new offences relating to some kinds of false price claims about goods, and to false statements about services, accommodation and facilities;

(iii) covered oral misdescriptions, and sorted out the technicalities of dealing with false advertisements;

(iv) placed a duty of enforcement on local weights and measures authorities.

The Act also gave the Board of Trade various order-making powers – particularly the power to define trade terms, and to require goods (or advertisements for goods) to bear or include specified information. No such orders have yet been made.

Mr. Roy Mason, President of the Board of Trade, referred to the first nine months' operation of the Trade Descriptions Act in a speech at Barnsley on October 25.

Sir Antony Part's visit to Canada

SIR ANTONY PART visited Canada last week to attend one of a regular series of meetings between senior United Kingdom and Canadian officials to discuss subjects in the international economic field.

During his visit Sir Antony also addressed the Toronto Board of Trade and the British Canadian Trade Association in Toronto, and met Canadian businessmen in Montreal.

Consideration of mergers by BOT

ON THE INFORMATION at present before them the Board of Trade do not intend to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

Acquisition by CIBA UK Ltd. of full control of Ilford Ltd.

Bank Holidays in 1970

HM TREASURY announce that in 1970 the late spring Bank Holiday will be on May 25 in England, Wales and Scotland, and the summer Bank Holiday will be on August 31 in England and Wales and on August 3 in Scotland.

The Bank Holiday on May 25 will replace the Monday in Whitsun week in England and Wales and the first Monday in May in Scotland; and the Bank Holiday on August 31 will replace the first Monday in August in England and Wales.

Her Majesty the Queen declared these changes by Royal Proclamation made on October 22 under the Bank Holidays Act, 1871, and other Acts.

Second instalment of Kennedy Round duty reductions

AN ORDER laid before Parliament on October 22 implements on January 1, 1970 the second instalment of the reductions in import duties undertaken by the United Kingdom in the Kennedy Round of international tariff negotiations. It also continues the process of simplifying the tariff by amalgamating a number of sub-headings where differences in duties have disappeared.

The Order (The Import Duties (General) (No. 3) Order, 1969, SI 1969 No. 1413) consolidates the Import Duties (General) (No. 4) Order, 1968, and various instruments amending that Order.

Copies of the Order will be available from HMSO, price £1 9s. The rates of import duty to apply from January 1, 1970 are also shown in the new Customs and Excise Tariff and Overseas Trade Classification which is being published in November.

Notes:

The Kennedy Round. The results of the Kennedy Round of Trade Negotiations which took place in Geneva from May 1964 to June 1967 are summarized in a White Paper (Cmnd. 3347) which was published on July 12, 1967. The full list of tariff concessions agreed by the United Kingdom is contained in Schedule XIX to the Geneva (1967) Protocol to the General Agreement on Tariffs and Trade and published in Volume II of the Legal Instruments embodying the results of the 1964-67 Trade Conference.

The Import Duties (General) (No. 4) Order, 1968, implemented the first stage of the United Kingdom's concessions by reducing the full rate of duty (and, where applicable, the Commonwealth preferential rate) on a very wide range of industrial goods and on some agricultural goods with effect from July 1, 1968. The present Order implements the second stage of these concessions in accordance with the timetable for reductions set out in the protocol. Other participating countries will be implementing a further stage in their tariff reductions on January 1, 1970.

Chemicals. Chemicals were the subject of a separate agreement in the Kennedy Round, under which the level of duty on many products in Chapters 28-39 depends on whether legislation is passed in the United States to enable the American Selling Price system of valuation to be eliminated. If such action is taken in accordance with the agreement, there will be consequential amendments to these chapters.

Simplification in the tariff. The Order amalgamates, consequential upon the Kennedy Round undertakings, certain tariff subheadings, thus affecting a degree of simplification in the tariff. The following is an example of such a modification:

The existing subheadings (A) to (E) of 84.35 which are currently charged at 10 per cent or 11 per cent, will be eliminated at January 1, 1970 and a rate of 9¼ per cent will apply to the whole heading.

Timing. Though it will not come into operation until January 1, 1970, the Order has been laid in October to facilitate the early issue of the new Customs and Excise Tariff and Overseas Trade Classification. This volume has been redesigned to provide a new coding system for each category of goods for which customs documentation is required on importation or exportation and it was considered desirable to give traders the maximum opportunity to familiarize themselves with the new format before it comes into operation. This new edition of HM Customs and Excise Tariff will be published in November.

Import deposits and travel allowance

REPLYING TO questions in Parliament on October 21, Mr. Roy Jenkins, Chancellor of the Exchequer, said:

'We have seen in recent months a very considerable improvement in our economic strength. As a result of the measures taken since November 1967 the balance of payments passed into a surplus in the early months of this year, and the surplus has since grown fairly steadily. Until the end of the second quarter, the main factor in this turn-round was the very healthy state of the invisible account, but in recent months the visible account has also passed into surplus. We have reason, therefore, for cautious optimism about our progress towards our economic objectives, and in particular towards the objective of a £300 million surplus by April next year.

'But this does not mean the time has come to relax. I have always emphasized that recovery would take at least two years, and that even then it will be necessary to ensure that it is maintained. Nevertheless, the recent run of better figures has naturally been an important factor in considering whether the import deposit scheme should be allowed to lapse when the present Act runs out on December 4.

'There is no way of quantifying the precise effect of import deposits. But there can be no doubt that the scheme has had a useful restraining effect on imports, as well as re-inforcing control over domestic credit. Our trading partners, particularly in EFTA and the Irish Republic, have been most understanding in their acceptance of the scheme, though, of course, I fully understand their dislike for it and their wish that it should be brought to an end as soon as our position allows.

'Our greater strength means that we can now tolerate some abatement of the scheme. But it would be foolish to reverse our policies so soon after moving into substantial surplus. The Government have, therefore, decided that the right course is to take powers to continue the scheme covering the same range of imports for a further 12 months from December 5, 1969, but for the rate of deposit to be reduced from 50 to 40 per cent. The period of deposit – 180 days – will remain unchanged.

'The travel allowance has to be considered against the same background. Much as I should like to remove the restrictions, I am satisfied that they save significant sums in foreign exchange and that it would be premature to remove them now. The restrictions on foreign currency expenditure for travel (and on cash gifts) to the non-sterling area will, therefore, remain unaltered for the time being. I shall keep the matter under continuous review, and hope to be able to abolish the restrictions before long. But it would be wrong to do so until it is quite clear that the improvement in our balance of payments is a secure one which we have a good prospect of maintaining. That is the end to which our policies over the last two years have been directed, and I do not intend to change them just as they are showing unmistakeable signs of success.'

Imports of canned grapefruit juice and orange juice from Dollar Area

THE BOARD OF TRADE issued Notices to Importers Nos. 1266 and 1267 on October 28. NTI No. 1266 states that the quota for imports of canned grapefruit from the Dollar Area during the 12 months beginning October 1, 1969 will be at the unchanged level of £450,000 c.i.f. NTI No. 1267 states that the quota for imports from the Dollar Area of grapefruit juice and orange juice during the same period will be at the unchanged level of £300,000 c.i.f. This is exclusive of unpasteurized frozen orange juice concentrate

PLANNING CONVERSION TO DECIMAL CURRENCY
—A guide for management
published by the allied accountancy bodies, price 15/- post free, obtainable from the
Institute of Chartered Accountants in England and Wales.
City House, 56-66 Goswell Road, London, E.C.1. (Cheque/PO to be made payable to G.E.T.)

which may continue to come in from the area without restriction under the Open General Licence.

Application from traders who received licences under the corresponding arrangements last year should be accompanied by a return of imports. Applications will also be considered from newcomers who can give evidence of an interest in the trade.

Applications, on form ILB/A, should be sent to reach the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1, not later than November 18. Page 1 of the form should be completed; on page 2, the value of the desired licence should be inserted; on page 3 and copies, only the applicant's name and address and the description of goods should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States, Venezuela.

Application for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received an application for the reimposition of import duty from January 1, 1970, on the item listed below which is at present temporarily exempt from duty:

Tariff heading	Description	Reference
29.10	1, 1-Diethoxyethane	6935

Disclosure of information about imports

CONSIDERATION IS BEING GIVEN under Section 3 of the Finance Act, 1967, to the disclosure of information relating to the import of the following goods:

1969 Statistical Classification of Imports	Description
714 47	Peripheral unit for computers (using or preparing punched cards).
724 64	Radio communication equipment, ground.
724 65	Radio communication equipment, shipborne.
724 67	Radio communication equipment, airborne.
724 92	Complete transmitting receiver and combined sets – other.
724 94	Other complete apparatus, n.e.s.

The Government are consulting the Association of British Chambers of Commerce on this proposal; and the Association will take into account any views received from importers by November 21. The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

Decimal Currency Board issue 'New Money' booklet to retailers

THE DISTRIBUTION of 1,600,000 free copies of a new Decimal Currency Board booklet 'New money in your shop' to the retail and service industries throughout the country began on October 20. Distribution is being made with the co-operation of the banks, which will issue a copy to appropriate customers at 14,500 branches when they call in during the next few days.

The illustrated booklet has 24 pages and is printed in red, black and orange. It explains in straightforward language all the main facts about going decimal that the smaller businessman involved in cash handling with the public needs to know. The booklet is also on sale through HMSO bookshops, or any bookseller (price 1s., by post 1s. 4d.).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 12.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.30	Nickel chloride	As in previous column	December 31, 1970	13341
29.07	Sodium 6, 7-dihydroxy-naphthalene - 2 - sulphonate	As in previous column	December 31, 1970	6496
29.23	3-Chloro-4-(4-chloro-phenoxy) aniline	As in previous column	December 31, 1970	13337
29.36	Glibenclamide	As in previous column	December 31, 1970	13298
73.12	Strip of iron or steel, coated with tin, of a width of not less than 304 millimetres and not more than 500 millimetres, of a thickness of not less than 0·12 millimetre and not more than 0·5 millimetre, and of a length of not more than 1,016 millimetres.	Tin plate	July 2, 1970	10813
	Strip of iron or steel, in coil form, coated with tin, of a width of not less than 304 millimetres and not more than 500 millimetres, and of a thickness not less than 0·12 millimetre and not more than 0·5 millimetre.	Tin plate	July 2, 1970	10813
73.13	Sheets of iron or steel, coated with tin, of a width exceeding 500 millimetres but not more than 966 millimetres, of a thickness of not less than 0·12 millimetre and not more than 0·5 millimetre and of a length of not more than 1,016 millimetres.	Tin plate	July 2, 1970	10813
	Sheets of iron or steel, in coil form, coated with tin, of a width exceeding 500 millimetres but not more than 966 millimetres and of a thickness of not less than 0·12 millimetre and not more than 0·5 millimetre.	Tin plate	July 2, 1970	10813
	Cold-reduced sheets and plates of iron or steel, rectangular or in coils, of a width exceeding 500 millimetres, and of a thickness of less than 3 millimetres, not plated, coated, clad, drilled, punched or otherwise worked.	Cold-reduced steel sheet	July 2, 1970	10802

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Appointment to the Textile Council

MR. ROY MASON, President of the Board of Trade, has appointed Mr. Michael Likierman to be a member of the Textile Council representing the interests of persons carrying on business in the man-made fibre, cotton and silk industries.

Notes:

Mr. Michael Likierman is managing director of Qualitex Yarns Ltd., one of the leading firms engaged in the processing of man-made fibres, bulked and stabilized synthetic yarns in this country and on the continent. His appointment is for the period from October 22, 1969 until March 31, 1970, when the membership of the Textile Council as a whole comes under review. He is succeeding Mr. Arthur Frymann, who is prominent in the warp knitting industry and who recently resigned from the council.

The Textile Council is a Development Council for a wide sector of the British Textile industry, which includes, in addition to that part of the industry previously covered by the Cotton Board, the production of man-made fibres, the processing and throwing of man-made fibre and silk yarn, and warp knitting. The council consists of eight employer members, six trades union members, and three independents, one of whom must be the chairman.

Imports of handwoven textiles

THE BOARD OF TRADE issued Notice to Importers No. 1270 on October 28. This Notice amends that part of paragraph 15 of Notice to Importers No. 1132 which deals with the import arrangements for handloom cotton textiles from the global quota countries. It defines the type of product which, for the purposes of the administration of the cotton textile import controls, is regarded as falling within the handloom concession.

Goods shipped on or after the date of this Notice will be admitted under licence outside the quota arrangements only if the Board of Trade is satisfied:

(a) that they are of a type and/or construction customarily or traditionally handwoven, rather than woven on an automatic loom; and

(b) that they are designed to be offered for sale as a handicraft product. (Household textiles, for example, would normally be excluded from this definition); and

(c) that they are woven entirely by hand; that is, where the three primary movements of weaving are induced by hand or foot and are not in any way power-assisted. These three movements are shedding (separating the warp threads), picking (passing the shuttle across the warp threads) and beating (beating the weft to the fell of the cloth).

Importers who are considering placing orders for handloom goods should submit full details and samples (which must include selvedges) to the Board of Trade (Industries 1 Division, 1 Victoria Street, London, S.W.1) before committing themselves to purchase. Where the Board confirms that the goods qualify for the concession, import licences will be issued on presentation to the Board of the appropriate Chamber of Commerce document *issued at the time of shipment*, certifying that the goods are in accordance with the new definition together with a completed application form ILB/A. Pages 1 and 2 of form ILB/A should be completed; on page 3 and copies only applicant's name and address and description of the goods should be entered. The sample, appropriately sealed, will be returned to the importer with his import licence for presentation to the Customs authorities at the port of entry.

Importers who have placed firm orders for handloom products which do not conform to the above definition may be granted licences under the terms of paragraph 15 to Notice to Importers No. 1132 if they can show to the satisfaction of the Board that contracts were entered into before the date of this Notice.

'10 million tourists a year'

—New BTA target

THE TARGET of the newly appointed British Tourist Authority 'to market for some 10 million tourists a year by the mid-1970's, to have the capacity to receive them in comfort, with satisfaction, so that many of them will want to return year after year', was set by the authority's chairman, Sir Alexander Glen, at its first full meeting on October 22.

The British Tourist Authority, which will replace the British Travel Association on January 1, will be responsible for promoting tourism to and within Great Britain, and for maintaining future close co-operation with all the sections of the British tourist trade. In particular the authority will be carrying on the overseas promotional activities previously carried out by the British Travel Association. Sir Alexander emphasized the necessity, in this respect, of marketeers of international quality who will, in a competitive world market, further increase the earnings of what is already Britain's fourth largest foreign exchange earner. He also welcomed the speed being shown by the English, Scottish and Welsh National Boards in helping to provide additional hotel accommodation through the Hotel Grant and Loan Scheme.

The authority consists of three National Boards, chaired by Sir Mark Henig (English Tourist Board), Sir Hector MacLennan (Scottish Tourist Board), and Sir David Davies (West Tourist Board), and five independent members: Sir Robert Black (chairman, hotels, restaurants and inns); Mr. Peter Parker (chairman, marketing division); Mr. Brian Redhead (chairman, special projects); Mr. Henry Marking (chairman, development committee); and Mr. Michael Pickard (chairman, infra-structure committee).

For August figures of visitors see page 1178.

British Travel Association supports New tourist target

'THE TARGET of 10 million paying guests from overseas to this country a year is realistic and attainable,' said Lord Geddes, chairman of the British Travel Association, at the association's annual general meeting on October 23. Lord Geddes said that it was the first job of the British Tourist Authority to persuade these potential visitors to come to Britain in competition with the rival attractions of many other parts of the world. It would be irresponsible to invite the world to come and see us and do nothing about preparing to receive them, however, and he urged the rapid solution to such problems as delays at airports, traffic jams, and lack of accommodation. 'I hope that the new scheme of Government assistance, to be administered by the tourist boards, will help provide more accommodation, especially in the medium price range, in London and throughout the country,' said Lord Geddes. 'These plans will take time to mature. It is all the more important that our successor organization should strengthen the association's efforts to extend the holiday season and to persuade the tourists to travel more widely throughout the country.'

Earlier, Lord Geddes, had said that 1968 was the best year ever for British tourism. The number of overseas visitors increased by more than 500,000 and their spending increased by 20 per cent.

Concluding his address, Lord Geddes said: 'So, Ladies and Gentlemen, though this is not the last general meeting of the British Travel Association, it looks as if it is the last at which it will be exercising the functions for which it was founded in 1929. I think we are entitled to take this opportunity to congratulate ourselves on the attainment of our 40th birthday and on all things – the great things – we have pioneered and achieved in the course of a very happy existence.'

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: ***Now that the Journal is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.***

Black and white prints: ***These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.***

Visits by British overseas commercial representatives

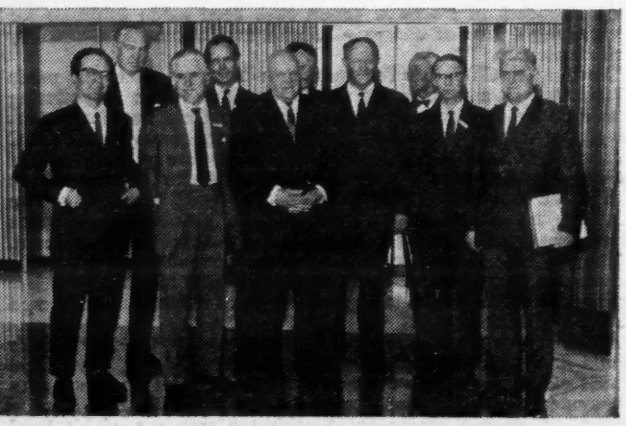
THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
BULGARIA (Sofia)	W. F. B. PRICE, First Secretary (Commercial)	February/March	1967
GHANA (Accra)	A. H. BIRCH, OBE, Counsellor (Economic and Commercial)	January	1967
INDONESIA (Djakarta)	D. J. BROWN, MBE, First Secretary (Commercial)	January	1968
MALAYSIA (Kuala Lumpur)	H. C. WHITE, MBE, First Secretary (Commercial)	January/February	1968
MOROCCO (Rabat)	E. H. NOBLE, MBE, First Secretary (Commercial)	January/February	1967
NEW ZEALAND (Wellington)	R. A. DANIELL, CBE, Deputy High Commissioner and Counsellor (Commercial)	January/February	1967
NORWAY (Oslo)	M. E. COOK, Commercial Attaché	January/February	1967
POLAND (Warsaw)	S. C. JOHNS, Third Secretary (Commercial)	January	1967
SWEDEN (Stockholm)	K. E. MACKENZIE, Counsellor (Commercial)	January	1966

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate office for Northern Ireland, were listed at page viii of the *Board of Trade Journal* of October 1, 1969). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 469, 1 Victoria Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

OVERSEAS VISITORS SEE BRITISH FACTORIES AND PROJECTS



A Soviet delegation led by Mr. I. A. Ganichev, deputy chairman of Gosstroi (responsible for all building and construction work in the Soviet Union), recently had technical discussions with representatives of the Express Lift Company (a member of the GEC-English Electric Group) during a visit to Croydon building projects. Seen here are (left to right): A. S. Karelin, delegation; J. B. Scott, consultant; P. L. Newman, export manager, Express Lift; W. D. M. Ingram, GEC-EE; I. A. Ganichev, delegation; B. E. Lifanov, delegation; V. G. Ermolenko, delegation; I. W. Sampson, Ministry of Public Building and Works; R. J. Bedford, Express Lift; and V. I. Dobuzhinski, delegation.

Five members of an Israeli Engineering Trade Mission, who have been touring a number of British factories at the Hollingbury works of Kearney & Trecker Limited, the Brighton firm of machine-tool manufacturers. With them are members of Kearney & Trecker's staff, including Mr. L. R. Newing, director of sales (second from right) and Mr. H. M. Lebrecht, director of engineering (extreme left).

Lord Brown to open new factory in Leeds

ON OCTOBER 31, Lord Brown, Minister of State, Board of Trade, is to open a new factory for W. H. Howson Limited, the Leeds manufacturers of lithographic printing plates and a member of the Crabtree-Vickers Division of the Vickers Group. The Lord Mayor of Leeds, Alderman Bretherick, and Sir Leslie Rowan, chairman of Vickers, will also be attending this function.

Before opening the new factory Lord Brown will visit Robert Hudson (Raletrux) Limited at Gildersome, Leeds, manufacturers of railway equipment. In the afternoon he will visit two other Leeds firms, Hunslet (Holdings) Limited, diesel locomotive manufacturers, and Yorkshire Imperial Metals Limited, a subsidiary of Imperial Metal Industries. Later Lord Brown will be host at a dinner party at the Leeds Club for representatives of a group of Leeds and district exporting firms.

This is one of a series of visits that Lord Brown is making to exporting firms throughout the country.

New rates of financial assistance to industry in Northern Ireland

DETAILS HAVE BEEN announced by the Ministry of Commerce about the application of increased financial grants to manufacturers in Northern Ireland and a compensation scheme against damage to industry from civil commotion. These special measures were agreed in principle during the Home Secretary's recent visit to Northern Ireland.

Under the Investment Grant Scheme the current rates of grant on a wide range of eligible assets will be increased by 5 per cent on expenditure incurred on and after October 1, 1969. The rate of grant on plant, machinery, buildings, mining works, and computers integrated with eligible plant and machinery will become 45 per cent. On other computers the rate will become 25 per cent. The differential of 5 per cent in Northern Ireland's favour compared with the Development Areas in Great Britain will be maintained for a period of three years. For ships and hover vehicles the current rate of 20 per cent will continue to apply. The normal arrangements in regard to the timing of claims for grant are not affected. Claims in respect of expenditure incurred in the first quarter of 1969 are now being accepted and the Ministry of Commerce will continue to announce from time to time when claims for grant on subsequent expenditure may be made.

The rate of grant for new projects being assisted under the Industries Development Act is also being increased. This means that for attractive new projects such as those located in areas of high unemployment, or providing a substantial number of jobs for men, the normal rate of grant will be increased to 50 per cent on capital expenditure up to September 30, 1972. All current agreements for financial assistance under the Industries Development Act are being reviewed to take account of these changes and the Ministry of Commerce will be writing individually to each company.

The Northern Ireland Ministry of Commerce state that the new rates of grant place Northern Ireland in an advantageous position by comparison with Development Areas in Great Britain where the normal grant for projects offering new employment is up to 35 per cent for expenditure on factory buildings together with a 40 per cent Investment Grant towards expenditure on plant and machinery.

To provide further encouragement to new manufacturing projects the Ministry of Commerce is introducing for a limited period a scheme of free compensation against damage arising from riot or civil commotion, including consequential loss. This will take the form of a supplement to new agreements for financial assistance under Section 1 of the Industries Development Act (Northern Ireland) 1966, and the scheme will apply both to firms not already manufacturing in Northern Ireland and to existing industries putting forward attractive new employment projects. The Ministry will be pleased to discuss with firms having new projects in mind the application of this scheme to their particular plans.

New factory on Team Valley Estate

THE BOARD OF TRADE announced on October 20 that the English Industrial Estates Corporation are building a 17,900 sq. ft. factory for Sevcon Engineering Ltd., on the Team Valley Estate, Gateshead. Sevcon Engineering Ltd., a subsidiary of Joyce-Loebl & Co. Ltd., are engaged in the manufacture of electronic control equipment.

The new factory should be completed by June of next year and will employ 30 men and 35 women. Architects for the project are Ainsworth Spark Associates and the building contractors John Laing Construction Ltd.

This project represents Phase 1 of a construction programme for the Sevcon company, to be followed almost immediately by a 10,000 sq. ft. extension. The whole project is part of the development to be undertaken by the Joyce-Loebl Group over the next two or three years in establishing production facilities up to 100,000 sq. ft. at Team Valley, Gateshead.

Contract placed for Blyth advance factory

THE ENGLISH Industrial Estates Corporation announced on October 20 the contract for building the 25,000 sq. ft. Board of Trade advance factory on the Cowpen Industrial Estate, Blyth, has been awarded to Derek Crouch & Co. Ltd. The factory, costing £110,000, has been designed by Richard Turley Associates of Newcastle.

Work will begin within the next two weeks and the building should be ready for occupation by May 1970.

Commenting on this latest factory for Blyth, Mr. B. G. Syrett, general manager of the Estates Corporation, said: 'This factory was authorized under the Board of Trade "rolling programme" after the allocation of Blyth's existing advance factory to Atkinson Throwsters Ltd. The new unit was the 100th advance factory to be authorized for the English Development Areas.'

DEP introduces sponsored training scheme

THE DEPARTMENT of Employment and Productivity announced on October 20 that the contribution of Government Training Centres has been further developed by relating training to the needs of a particular employer under a new scheme called Sponsored Training. Large numbers of places at GTCs have been made available for the training – free of charge – of men and women sponsored by their employers.

Teaching at GTCs has for some time been geared to the needs of industry in a number of ways. Now the GTCs are offering sponsored training free throughout Britain. Only two obligations are placed on the employer who sponsors an employee for GTC training – (i) he should pay the man's wages during the period of training (which varies according to the particular circumstances); and (ii) he should take him back on his payroll after the course has been completed. It may, however, be possible to get some financial assistance from the appropriate Industrial Training Board.

The new scheme has the blessing of the Confederation of British Industry and the Trades Union Congress, subject to the appropriate local trade union official giving his approval before the sponsored trainee begins his course.

An employer who wishes to take advantage of the new service should first seek the agreement of the appropriate full-time local official of the trade union concerned. He should then discuss his requirements with the manager of his nearest GTC. If it is more convenient, he can get in touch with the manager of his local employment exchange who will arrange for a representative of the DEP's technical staff to call and discuss the particular requirements of his company and the employee he proposes to sponsor.

Government Publications

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Aviation and Shipping

Appointment of Scientific Advisor (Civil Aviation), Board of Trade

MR. D. E. MORRIS has been appointed to the post of Scientific Advisor (Civil Aviation) in the Board of Trade. He succeeds Mr. S. F. Follett who has been filling the post in a part-time capacity.

Note:

Mr. Morris, who is 54, was educated at the University of Wales. He joined the Civil Service at the Royal Aircraft Establishment, Farnborough, in 1938. He became Chief Superintendent of the Aeroplane and Armament Experimental Establishment, Boscombe Down in 1956, and from 1959 to 1961 he was Chief Superintendent and Head of Aerodynamics Division at RAE, Bedford. He was then appointed Director-General of Aircraft Research and Development (RAF), a post he held until 1965. For the past four years he has been Director-General of Civil Aircraft General Services Research and Development in the Ministry of Technology.

New Board of Trade safety posters for sailing clubs

TWO POSTERS directed at the yachting and boating fraternity have been published by the Board of Trade. The first aims to advise yachtsmen who intend making coastal passages and would like coastguard surveillance to apply in person, by telephone or in writing to their local Coastguard Rescue Headquarters or local Coastguard Station for a CG 66 Passage Reporting Form. *There is no charge for this service.* The poster also underlines the importance of providing a good description of the craft; this could be vital should a search have to be made. It is also essential, says the poster, to notify friends and relatives if the sailing plan is altered so that they will not worry or instigate search and rescue parties unnecessarily.

The second poster urges the importance of wearing approved lifejacket or buoyancy aids at all times when aboard and makes the additional not-to-be-forgotten point that accidents can happen between ship and shore.

Copies of the posters are being issued to the Royal Yachting Association for distribution to sailing clubs, and to Customs and Post Offices for display. The posters are also obtainable on demand from Marine Division, Board of Trade, Room 403A, Surrey House, 20 Lavington Street, London, S.E.1, and from Coastguard Section, Board of Trade, Room 718, Sanctuary Buildings, Great Smith Street, London, S.E.1.

Parliamentary answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

WEDNESDAY, OCTOBER 22

Holland-Martin Committee report

The President was asked to make a statement on the discussions he had had with the fishing industry on the implementation of the Holland-Martin Committee Report. Mr. Roy Mason, President of the Board of Trade, said: 'As my predecessor announced to the House on July 23, the Government accept the Holland-Martin report in principle, subject to consultation with the industry as to its detailed implementation and financing. Consultations with industry were initiated at a meeting on August 13 at which both sides of industry welcomed the Report. Further discussions on the implementation of each category of recommendations are now proceeding.'

Boeing 747 'Jumbo' jets

Asked what consultations he had had with the United States Federal Aviation Administration on noise regulations governing the operation of Boeing 747 'Jumbo' jets, Mr. Goronwy Roberts, Minister of State, Board of Trade, replied that the noise characteristics of the Boeing 747 were among the matters discussed with the United States and French authorities in connection with the introduction of aircraft noise certification requirements.

Answering further questions Mr. Roberts said 'Jumbo' jets were expected to be quieter than the largest aircraft types now in service. They would in any case have to comply with all existing noise abatement requirements for jet aircraft at British Airports Authority airports.

British aircraft industry's exports

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, told a Member who asked what was the value per employee of the British aircraft industry's exports for the year 1968-69, that a precise answer could not be given as exports are recorded by commodity, not by industry. Exports of the main products of the industry were approximatetly £1,140 per employee for the year ended March 1969.

Night flights by charter tour operators

Mr. Roberts was asked to ban night flights by charter tour operators, in view of the need to curb the increasing disturbance to the population from aircraft noise. He answered: 'No sir. A general and indiscriminate ban of this kind would entail serious consequences for airlines and for the travelling public. The problem of restricting disturbance at night must be considered by reference to the situation at individual aerodromes.'

Smoke pollution caused by aircraft

Questions were asked about smoke pollution caused by aircraft to residents living beneath the glide path into London Airport, Heathrow; and the possibility of installing smokeless engines in aircraft as has been done by seven major United States airlines. Mr. Roberts said experimental investigations indicated that, even at Heathrow Airport itself, atmospheric pollution from jet engines was small compared with that from other sources. The action being taken in the United States related to the fitting of equipment designed to reduce the smoke emission of an existing American-made engine. This engine was not installed in aircraft operated by either of the two Air Corporations.

Shipping lanes in the English Channel

Mr. Roberts told a Member who asked what consultations he had had with Trinity House and the Honourable Company of Mariners in respect of re-routing shipping lanes in the English Channel, that their proposals were fully discussed with them by the Board's Safety of Navigation committee.

Sea services between Scandinavia and Scotland

Mr. Roberts was asked to make a statement on the progress made in sea communications between Scandinavia and North-East Scotland since the Swedish Lloyd Leffler line withdrew their fortnightly shipping services from Gothenburg to Aberdeen last spring, and his plans to substitute other sea communications between Aberdeen and Scandinavia and the accommodation now available. He said: 'As far as I am aware the remaining services between Scotland and Scandinavia are quite adequate.'

Flights by supersonic passenger aircraft

Asked what consideration has been given by the Board of Trade to the possibility of an agreement with the Union of Soviet Socialist Republics whereby both countries would agree to each other's territory not being overflown by supersonic passenger aircraft, Mr. Roberts said as the Government had not yet decided on its policy towards supersonic flights over the United Kingdom by aircraft in airline service, the question of agreements with other countries was premature.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

United Kingdom and Common Market

Questions on Britain's application to join the European Economic Community were answered on October 13 by the Secretary of State for Foreign and Commonwealth Affairs (*Hansard* Cols. 3 to 9) and on October 16 by the Prime Minister (*Hansard* Cols. 601 to 605).

FRIDAY, OCTOBER 17

Fees for bankruptcy proceedings

Answering a question on action proposed on the recent report of the Public Accounts Committee that the Board of Trade lost over £7 million by failing to charge economic fees for bankruptcy and winding up proceedings, Mr. Roy Mason, President of the Board of Trade, said the fees were increased on May 1, 1969. They would be reviewed again in 1970, and at regular intervals thereafter, with the object of keeping the net cost to public funds as low as possible without discouraging the use of the official insolvency services.

TUESDAY, OCTOBER 21

Trade with East Europe

A Member asked what progress had been made in realizing techonological and trading advantages by way of agreements with member countries of COMECON particularly in the Eastern European zone, and what proposals the President of the Board of Trade had towards the normalization of trading arrangements with these countries; and if he will make a statement. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said: 'We have trade arrangements with all East European countries with which we have diplomatic relations. These arrangements are normal for trade between centrally planned and market economy countries, and our trade has developed substantially under them.'

Appointments to British Tourist Authority

Answering a question on the organizations officially consulted about appointments to the British Tourist Authority and the tourist boards, Mrs. Dunwoody said: members of the BTA and of the English Tourist Board were not representatives or delegates of particular interests; official consultation with particular organizations about the appointments would not, therefore, have been appropriate. It was open to any individual or organization to suggestions for appointments to the Authority and the Board, and a number of suggestions were in fact received. The appointment of members of the Scottish and Wales Tourist Boards was the responsibility of the Secretaries of State for Scotland and Wales respectively.

Hire-purchase restrictions

Asked what proposals the President had to amend or abolish the present restrictions on hire purchase, Mrs. Dunwoody replied 'None, sir. It would be premature to relax the hire purchase restrictions at the present time.'

Development areas

A Member asked whether, prior to making available loans of public money, and before offering special inducements to industries moving to, or active in development areas, consideration was given to the financial standing and previous trading history of each firm. Mrs. Dunwoody replied that applications for loans and grants under Section 4 of the Local Employment Act 1960 and most applications for building grants were referred to the Board of Trade Advisory Committee, which investigated the financial standing of the firms concerned. The financial standing of firms which sought to rent Board of Trade factories was investigated by the Industrial Estates Corporations. No such investigation was made in relation to investment grants.

Answering a further question, whether assessment was made of the labour relations record of companies seeking public funds and special facilities in development areas, Mrs. Dunwoody said: 'Only where it might be relevant to the investigation of the financial standing and prospects of firms seeking assistance under the Local Employment Acts. No such investigation is made in relation to investment

WEDNESDAY, OCTOBER 22

Imports of fruit and vegetables

A Member asked what representations the President had received in recent weeks from farmers' and growers' organizations about any proposed removal of duties on imported processed fruit and vegetables; and if he would give an assurance that United Kingdom interests would be protected in any changes that might occur. Mrs. Dunwoody answered that an application for the removal of import duty on a range of fruit and vegetable products used in food processing was advertised by the Board of Trade last month. The representations received included some from farmers' and growers' organizations. All relevant considerations would be taken into account, in accordance with Section 1 of the Import Duties Act, 1958, before the Board decided what, if any, changes to recommend.

Trade in livestock

A Member asked what was the tonnage of meat from pigs, sheep and cattle, respectively, and in total sold to the Common Market countries and Europe, respectively, in total during 1968; what was the tonnage and value including average price per hundredweight of each sold in the current year; and how these figures compared with the previous year. Mrs. Dunwoody gave the following information:

	1967	1968	January-August 1968			January-August 1969		
	Tons	Tons	Tons	£'000 (f.o.b.)	Average price per cwt. £	Tons	£'000 (f.o.b.)	Average price per cwt. £
EEC								
Of pigs	1,962	1,048	333	115	17·2	5,000	1,460	14·6
Of sheep and goats	6,088	2,086	364	141	19·4	3,736	1,463	19·6
Of cattle	5,674	653	465	124	13·4	2,879	1,283	22·3
Totals	13,723	3,787	1,162	380		11,615	4,207	
Europe (including EEC)								
Of pigs	2,257	1,054	336	117	17·4	5,036	1,476	14·7
Of sheep and goats	6,840	2,600	821	334	20·3	4,091	1,626	19·9
Of cattle	5,722	781	544	181	16·7	3,040	1,381	22·7
Totals	14,818	4,437	1,701	633		12,167	4,483	

Wool cloth trade with Japan

Stating that the *ad valorem* tariff on United Kingdom imports from Japan of woven cloth and similar products was 17½ per cent, comparable to the equivalent Japanese tariff of 18 per cent, and that the Japanese also imposed a specific minimum duty on medium and cheaper types of cloth, equivalent to an *ad valorem* incidence near 60 per cent, a Member asked whether it was Government policy to harmonize effective impact of tariffs before liberalization of wool cloth trade with Japan. 'We are aware that the tariffs are not identical,' replied Mrs. Dunwoody. 'The Japanese tariffs of 18 per cent and 16 per cent (according to the weight of cloth) are due to be reduced under the Kennedy Round to 15 per cent and 10 per cent respectively. The alternative specific duty is also due to be reduced. There will be no KR reduction in the British *ad valorem* tariff.

'We are aware that the woollen industry feels some anxiety about the Japanese specific alternative which affects cloth in the cheaper price ranges and we are discussing this with the Japanese.'

Monopolies Commission report on the professions

Mrs. Dunwoody told a Member who asked about the report of the Monopolies Commission on the professions, that the Commission hoped to complete the report early next year.

Film Finance Corporations

'We do not consider that there is a requirement for a separate Film Finance Corporation for Scotland,' Mrs. Dunwoody told a Member who asked about the possibility of setting up a Scottish National Film Finance Corporation.

Shortage of nickel

Asked what action was being taken to overcome the present shortage of nickel, Mrs. Dunwoody said: 'The nickel shortage is due to circumstances outside our control. Since July supplies from the world's leading nickel producers in Canada have been seriously affected by industrial disputes. On July 26 we introduced controls on the export of nickel and certain nickel bearing materials from this country in order to conserve supplies for British industry. The major Canadian nickel company concerned operates an allocation scheme for British nickel users; we maintain close co-operation with them in the operation of this scheme. We are also in close touch with British industry about the best use of nickel in the present situation.'

Government surplus sales by auction

MINISTRY OF DEFENCE

Date	Stores	Location	Auctioneers
November 4-5	Miscellaneous stores, vehicles	Central Ordnance Depot, Bicester	Midlands Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073).

Vehicles including, Morris LDM 30 Van; Ford 2-ton and 5-ton Vans; Morris Mini-Buses; Land Rovers; Mack Truck with Atkinson Griter body and Vee Plough; Ford and Douglas Snow Ploughs; Road Sweeper; Dennis Fire Pump Trailers; Brockhouse Trailers; Lorry Mounted Crane; Dumpers; fire fighting equipment; lathes; electric oven; centrifugal pumps; telescopic screw jacks; ratchet jacks; concrete mixers; engines; fuel pumps; rectifier; carpenters tool bags; stone breaking, claw, scaffolders and sledge hammers; shoe repair materials; electrical, engineering and vehicle equipment and spares; tyres, etc.; large quantities of clothing and textiles including, khaki rubberized coats; fawn raincoats; mackintoshes; white jackets; trousers and shorts; khaki trousers; motor cyclists pantaloons; women's khaki coats; greatcoats; shirts; vests; drawers; ankle boots; haversacks; bivouac tents; tenting equipment, etc.; miscellaneous badges; titles and buttons; furniture including, tables; lockers; sideboards; dressing tables; carpets; crockery, etc.; and a large quantity of miscellaneous stores.

November 12	Vehicles and miscellaneous stores	The County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292).

Morris Mini-Buses; Thames 2-ton Vans; Land Rovers; Austin Vans; Brockhouse Trailers; Ford 'Snogo' Rotary Snow Ploughs; Mack Trucks with Grit Spreader Bodies and Winches; Atkinson Diesel Trucks with Grit Spreader Bodies and Angledozer Blades; A 'Unimog' with Air Cooled V6 Diesel Engine; machine and hand tools including, bench grinders; bending machines; presses; crimping and riveting tools; bolt croppers; pneumatic drills; electric saws; vices; augers; chisels; hammers; jacks, etc.; electrical items including, oscilloscopes; rectifiers; junction boxes; valves; batteries; heaters; cable; loudspeakers; indicators; test sets, etc.; gyro units; stop and pocket watches; binoculars; clothing and textiles; office and household furniture; telephones; oxygen spares; engine covers; rack assemblies; canvas delivery hose; wooden boxes; bedding; carpets; table linen; kitchen utensils; cutlery, etc.; large quantity of miscellaneous stores.

November 18	Vehicles and miscellaneous stores	Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH. (Tel. 0532 20898).

Thames and Austin Vans; Land Rovers; Morris Mini-Buses; Brockhouse 2-wheeled Trailers; fork lift trucks; pallet transporters; lathes; grinding machines; generating and charging plants; welding plant; transporting and lifting equipment; compressors; hot dip tanks; lubricating, spraying and washing plant; dynamometers; telephone cable; tyres; electrical, signal and wireless equipment; tool kit and hand tools; firefighting equipment including lengths of delivery hose; trolley, hydraulic and screw jacks; binoculars; watches; ironmongery; household and kitchen equipment; steel and wooden boxes; jerricans; buckets; electric fires; motor vehicle assemblies; spares and equipment; sandbags; tents; canvas; packs; haversacks; carpets; curtains; groundsheets; webbing; kit bags; camp equipment; clothing including, greatcoats; raincoats; battle dress; shirts; jerseys; boots and shoes, etc.; chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc.; large quantities of miscellaneous stores.

December 2-3	Miscellaneous and technical stores	Ordnance Storage & Disposal Depot, Branston, Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), 'Modwena House' 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657).

Plant equipment; firefighting equipment including fire pump delivery hose; large quantity machine tools including, centre and capstan lathes; universal and horizontal millers; plain, universal and bench grinders; watchmakers lathes; cylinder borers, etc.; miscellaneous vehicle spares; tyres; clothing and textiles including, vests and drawers; ankle boots (unworn); tartan cloth; greatcoats; raincoats, etc.; electronic valves; electrical and radar equipment; household furniture; kitchen equipment and a large assortment of general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
November 4	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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Sell's Automation-Electronics-Nuclear Engineering. 1969. £2 5s. 0d.
Sell's British Aviation. 1969. £2 5s. 0d. (July new edn.).
Sell's British Exporter's Register. 1969. 866 pp.; £3 10s. 0d.
Sell's Building and Civil Engineering Trades List. 830 pp. 1969; £3 10s.
The Building volume is being renamed Sell's Building Index from 1970 edition onwards.
Sell's Directory of Registered Telegraphic Addresses, Telephone Numbers and Classified Trades. 1969; over 2,000 pp.; £4 17s. 6d.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1967															
2nd quarter	112	113	126	125	109	100	136	131	127	..	..	43	–10	1	15
3rd quarter	112	114	129	127	111	102	134	122	120	..	..	–33	–25	–10	–21
4th quarter	112	116	129	129	112	104	132	120	118	..	..	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	..	..	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	..	..	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	..	..	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	..	..	133	23	38	40
1969															
1st quarter	115	122	141	138	111	102	131	121	128	..	..	117	120	–11	13
2nd quarter	114	123	140	141	112	104	131	135	134	..	..	22	7	–11	–3
1969															
April		123				104									
May		123				103									
June		124				104									
July		124 p				102									
August		124 p				105									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–381
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 50
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	3·5	108·4	108·2	175·3	515	175	24,475	129	119	–283
1968	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–265
1967													
3rd quarter	112	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–255
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111 r	134	129·7	6·2	122·3	114·1	194·6	499	206	24,324	162	154	18
2nd quarter	119	131 p	131·8	5·4	124·2	115·1	195·4	527	195		168	162	75
3rd quarter			132·0	5·0	126·3 p	116·3 p	197·1	581	192		167 p	173 p	
1969													
April	118	134 p	131·7	5·5	123·7	114·8	195·1	519	199		166	154	
May	119	131 p	131·5	5·3	123·9	115·1	195·4	518	196		166	162	
June	119	131 p	132·1	5·3	124·9	115·4	195·7	543	191		173	170	
July	116 p	132 p	132·1	5·3	124·8	116·0	196·6	577	186		170	163	
August		134 p	131·8	4·9	127·1 p	116·2 p	197·1 r	585	192		165	180	
September			132·2	5·1	126·9 p	116·6 p	197·6	580	199		165 p	176 p	
October								554 p	202 p				

† Not seasonally adjusted.

Index of industrial production for August

THE PROVISIONAL index of production for August 1969, prepared by the Central Statistical Office, is 124 (seasonally adjusted). For manufacturing industry alone the figure is 127.

For the three months June to August 1969, it is provisionally estimated that production as a whole was 0·9 per cent higher than in the preceding three months, March to May 1969: for manufacturing industries alone the increase was 1·0 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1964	108·4	100	108·9	102	100	106	109	110	109	109	108	111	97	108	114
1965	111·8	96	112·5	105	103	109	115	117	113	115	120	110	95	114	117
1966	113·2	90	114·2	109	107	112	122	123	116	123	122	120	93	112	110
1967	113·8	89	114·0	111	108	115	116	130	115	123	123	127	90	106	105
1968	119·7	85	121·2	115	111	122	126	140	122	126	135	137	87	117	113
1967 1st quarter	112	90	112	110	107	115	124	128	113	124	119	121	92	105	102
2nd quarter	113	90	113	110	108	114	116	129	115	123	121	127	91	108	103
3rd quarter	114	88	114	112	109	116	109	131	115	123	126	128	90	102	106
4th quarter	116	88	116	111	109	115	116	134	117	122	127	131	87	111	109
1968 1st quarter	118	87	118	114	111	120	116	136	118	122	135	134	87	110	111
2nd quarter	119	85	121	112	109	118	126	138	122	126	132	143	88	112	114
3rd quarter	120	84	122	116	111	124	133	141	123	126	137	136	87	121	114
4th quarter	122	84	124	117	113	124	131	145	125	131	135	135	85	124	115
1969 1st quarter	122	81	124	115	114	117	140	144 r	125	129	136	144 r	85	113	121
2nd quarter	123	80 r	126	117	114	124	136	148 r	129 r	138	136	142	86	120 r	120 r
1969 March	123 r	80	125	115	114	116	138	142	125	132	141	146	86	106 r	123
April	123	79	126	119	115	127	141	149 r	128 r	136	132 r	143 r	85	117 r	121 r
May	123	79	126	118	113	126	133	148 r	128	137	138 r	140 r	86	121 r	120 r
June	124	81	126	115	112	120	135	145 r	130 r	140	137 r	143 r	86	122 r	119 r
July p	124	80	127 r	118	114	125	137	153	132	145	134	141	85	128 r	120 r
Aug. p	124	79	127	119	115	126	144	155	128				85	119	113
March-May (av.)	123	80	126	117	114	123	137	147	127	133†	135†	144†	86	115	121
June-August (av.) p	124	80	127	117	114	124	139	151	130	141†	136†	141†	85	123	117

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1964	113	114	111	105	106	103	104	115	119	109	114	109	112	111	105
1965	118	120	113	108	108	104	107	117	121	110	113	111	117	114	112
1966	111	112	108	107	108	102	106	116	118	112	110	114	120	115	117
1967	105	105	104	103	105	90	101	120	124	112	111	114	123	120	121
1968	111	111	108	113	119	93	104	127	130	122	120	118	135	122	128
1967 1st quarter	105	107	100	103	104	91	103	117	120	112	107	110	119	118	118
2nd quarter	105	105	103	101	103	91	100	120	124	113	110	113	120	119	122
3rd quarter	103	102	106	102	104	90	102	121	126	113	114	115	124	121	119
4th quarter	106	106	105	107	110	90	102	122	128	112	115	119	128	120	125
1968 1st quarter	106	107	104	110	114	91	104	126	130	119	121	118	130	121	130
2nd quarter	109	110	108	112	118	94	103	127	130	122	125	117	133	123	125
3rd quarter	112	112	110	114	120	94	104	126	129	120	115	118	137	122	128
4th quarter	115	115	112	116	123	95	104	130	132	127	120	120	140	123	129
1969 1st quarter	114	115	112	115	122	97	104	128 r	126 r	132	113	122	135 r	116 r	142
2nd quarter	117	118 r	115 r	118	126	95	103	130 r	129 r	131 r	106	122	142 r	122 r	132 r
1969 March	115	116	113	113	119	94	103	129	127	134	114	123	136		149
April	113 r	112	115 r	117	126	94	102	131 r	130 r	132 r	106	121	143 r		133
May	119	121 r	116 r	116 r	126	93	101	130 r	129 r	131	107 r	120	142 r		129 r
June	119	121 r	114	119	127	99	107	129 r	129 r	129 r	106	125 r	141 r		135
July p	114	114	115	113 r	120 r	95	101 r	128 r	130 r	124 r	108 r	123			132
Aug. p	113	112		116	122	98	107	124	126	121	114	123			128
March-May (av.)	116	116	114†	115	124	94	102	130	129	132	109	121			137
June-August (av.) p	115	116	115†	116	123	97	105	127	128	125	109	123			132

†Latest available 3 months (May-July) and previous 3 months (February-April)

Orders, deliveries and exports in the engineering industries

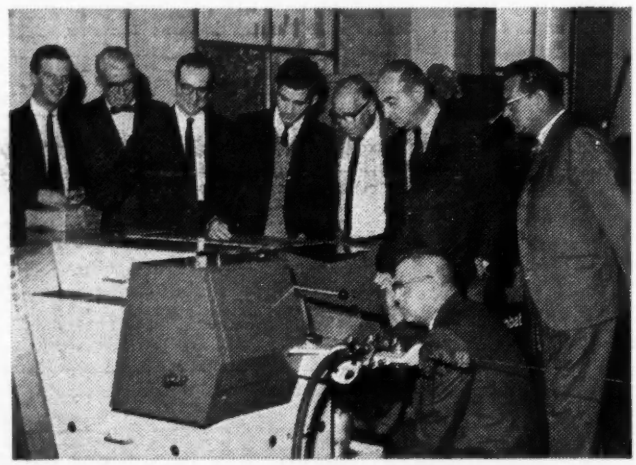
THE LATEST figures available from the Ministry of Technology for production, deliveries and orders in the mechanical, instrument and electrical engineering industries give no clear indication of trends.

Response to the inquiry continues low, particularly in the mechanical engineering sector, and no August figures can yet be published. The effect of seasonal factors during the July-August period is difficult to assess; thus recent trends cannot be positively identified. In addition the net new order figures, which are derived largely from changes in orders-on-hand and magnify any errors in the latter by about eight times, inevitably show very considerable fluctuations from month to month. For these reasons, the three-monthly changes are more informative than any monthly movements and are described below:

1 The index of production for the mechanical, instrument and electrical engineering industries shows a 2 per cent increase, mainly as a result of increased mechanical engineering production.

2 The index of deliveries of the engineering industries (including some vehicles) also shows an overall increase (6 per cent) and particularly to the export market (14 per cent).

3 Net new orders for the engineering industries show a fall in both home and export markets. Home new orders fell by 16 per cent, partly due to the unusually high figure for April. Export new orders fell by 3 per cent due to the low July figure. In view of what has been said about the net new order series, these changes are not necessarily an indication of a significant downturn.



Top executives from Canadian engineering companies recently visited the Leeds Works of Greenwood & Batley to inspect a new generation of cold forging machines. Seen here (left to right) are: Mr. Charles Legard, sales manager, Greenwood & Batley; Mr. John Yeates, Robert Morse Corporation (Greenbat's Canadian agents); Mr. Stanley F. Paulin, president, Capital Metal Industries of Scarborough, Toronto; Mr. Trevor Richardson, development engineer, Greenwood & Batley; Mr. John Stafford, Federal Bolt and Nut Corporation of Toronto; Mr. Irwin Goldhardt, president of Federal Bolt; Mr. Jim Kelly, general manager of Federal Bolt; and Mr. Mike Niewolski (kneeling), Capital Metals.

Table 1. Engineering and electrical goods (SIC orders VII, VIII and IX)

Index numbers of the volume of production and exports

	Production – Seasonally adjusted				Exports
	Total	Mechanical Engineering (†)	Instrument Engineering (‡)	Electrical Engineering (§)	(‖)
	1963 = 100				1961=100
1963	100	100	100	100	106
1964	109	109	108	109	105
1965	113	115	120	109	111
1966	122	123	122	121	116
1967	126	123	123	129	113
1968	131	126	135	137	126
1967 1st qtr.	122	124	119	121	123
2nd qtr.	125	123	121	127	123
3rd qtr.	125	123	126	128	103
4th qtr.	126	122	127	131	102
1968 1st qtr.	127	122	135	134	132
2nd qtr.	133	126	132	143	128
3rd qtr.	130	126	137	136	116
4th qtr.	133	131	135	135	127
1969 1st qtr.	135	129	136	143	126
2nd qtr.	139	138	136	142	141
1968 July	129	124	137	134	
August	132	126	139	138	
Sept.	131	126	136	136	
October	132	130	134	134	
Nov.	134	133	136	136	
Dec.	132	131	134	134	
1969 January	129	123	136	138	
February	137	132	131	145	
March	138	132	141	146	
April	139	136	132	143	
May	138	137	138	140	
June	141	140	137	143	
Julyp	143	145	134	141	
Average:					
Latest 3 months	141	141	136	141	
Previous 3 months	138	134	135	145	
Percentage increase	*2*	*5*	*1*	*– 2*	

p Provisional
† Covers Minimum List Headings 331 to 349 of the Standard Industrial Classification.
‡ Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification.
§ Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
‖ Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Orders VII-IX of the Standard Industrial Classification.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

Table 2. Engineering industries (orders VII, VIII and IX and part order XI) seasonally adjusted
Index numbers of the volume of orders and deliveries (†)

	Total			Home			Export		
	Orders on hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted = 100)	Average 1963 deliveries = 100		December 1963 (unadjusted = 100)	Average 1963 deliveries = 100		December 1963 (unadjusted = 100)	Average 1963 deliveries = 100	
1963	101	106	100	102	106	100	99	105	100
1964	119	122	109	120	125	113	118	113	102
1965	123	114	112	122	116	115	126	111	106
1966	118	115	119	117	118	121	120	108	112
1967	108	113	120	102	114	125	124	110	107
1968	108	125	125	99	127	129	133	120	115
1967 1st quarter	112	104	119	112	106	122	114	99	111
2nd quarter	113	120	119	110	119	124	121	122	107
3rd quarter	112	117	121	108	119	127	124	112	106
4th quarter	108	109	119	102	111	126	124	104	105
1968 1st quarter	107	119	121	100	119	125	128	120	110
2nd quarter	104	118	127	98	124	130	124	108	117
3rd quarter	104	125	125	96	122	128	130	132	118
4th quarter	108	134	127	99	140	131	133	122	116
1969 1st quarter	111	136	127	99	131	130	145	149	120
2nd quarter	119	155	133	104	146	132	162	174	134
1968 July	104	127	124	98	129	129	126	124	112
August	105	124	123	97	119	127	129	136	113
September	104	124	130	96	119	130	130	136	130
October	105	130	123	96	138	128	130	114	108
November	106	135	128	98	141	132	131	122	116
December	108	138	130	99	142	133	133	130	124
1969 January	107	136	126	98	135	128	133	139	121
February	109	138	127	99	129	131	140	158	118
March	111	134	128	99	127	130	145	149	121
April	118	182	126	106	184	129	152	169	121
May	119	146	134	106	137	133	157	169	136
June	119	137	138	104	117	135	162	184	146
Julyp	116	115	132	102	117	133	160	110	128
Average:									
Latest 3 months	116	133	135	102	124	134	160	154	136
Previous 3 months	118	151	127	106	147	130	152	159	120
Percentage change§	*– 1*	*–12*	*+6*	*– 4*	*–16*	*+3*	*+5*	*– 3*	*+14*

p Provisional
† Engineering and electrical goods (S.I.C. Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order XI)
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Shipping movement at United Kingdom ports

Foreign and coasting trade movement during the first half of 1969

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during June 1969, amounted to 18,150 thousands net registered tons: this was 14·2 per cent more than the corresponding month of 1968. Commonwealth vessels accounted for 7,946 thousand n.r.t.

During the first half of the year the total net tonnage of vessels entering and clearing United Kingdom ports with cargo amounted to 95,326 thousand n.r.t., an increase of 6·4 per cent over the tonnage for the same period for 1968.

In the coasting trade there was a 7·4 per cent increase in the total net tonnage of arrivals and departures with cargo during the month of June 1969, and a 2·3 per cent increase during the first six months compared with 1968.

Note: Net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movements at United Kingdom ports

Foreign Trade		Entered					Cleared				
			Thousand Net Tons					Thousand Net Tons			
		Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo:	Month of June 1968	6,056	10,373	3,587	237	6,549	4,475	5,521	2,565	134	2,822
	June 1969	6,775	11,616	4,394	437	6,785	5,245	6,534	2,790	325	3,419
	Six months ending June 1968	36,071	58,948	21,891	1,300	35,757	27,758	30,633	14,360	795	15,478
	Six months ending June 1969	36,767	62,625	23,537	1,671	37,417	28,417	32,701	14,492	1,061	17,148
In ballast:	June 1968	1,478	2,472	1,057	50	1,365	2,983	7,008	1,987	108	4,913
	June 1969	1,809	2,839	1,276	74	1,489	3,186	7,129	2,590	154	4,385
	Six months ending June 1968	7,763	11,495	4,877	300	6,318	16,650	39,806	12,353	753	26,700
	Six months ending June 1969	8,532	12,613	5,241	316	7,056	17,047	39,953	12,976	910	26,067

(†) Includes Irish Republic and South Africa

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, October 24, 1969. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Nullarbor Hideout	Br/E 34445	31	October 20	Children's Film Foundation Ltd.	Australian Commonwealth Film Unit.
The Virgin Soldiers	Br/E 34446	96	October 21	Columbia Pictures Corporation Ltd.	Columbia (British) Productions Ltd.
The Touchables	Br/E 34451	94	October 22	Twentieth Century-Fox Film Co. Ltd.	Film Designs Ltd.
Movietone News 2107	Br/E 34313	8	October 24	" "	British Movietonews Ltd.
Movietone News 2107A	Br/E 34314	8	October 24	" "	" "
Pathe News 69-85	Br/E 34365	7	October 24	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-86	Br/E 34366	8	October 24	" "	" "
				FOREIGN	
Ten Thousand Suns	F 34440	98	October 20	Contemporary Films Ltd.	Hungarofilm, Budapest.
Capricious Summer	F 34441	75	October 20	" "	Czechoslovak Filmexport, Prague.
Cow on the Moon	F 34442	10	October 20	Cinecenta Film Distributors Ltd.	Zagreb Film, Yugoslavia.
It's a Dog's Life	F 34443	10	October 20	" "	" "
Me, Natalie	F 34444	111	October 20	Warner-Pathe Distributors Ltd.	Cinema Center Films.
The Good Guys and the Bad Guys	F 34447	90	October 21	" "	Ronden Productions Inc.
The Valley of Gwangi	F 34448	95	October 21	" "	Morningside Productions Inc.
Where It's At	F 34449	106	October 22	United Artists Corporation Ltd.	Frank Ross Productions
You Don't Need Pajamas at Rosie's	F 34450	90	October 22	" "	Mirisch Productions Inc.
Hard Contract	F 34452	106	October 22	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corporation.
Balloon Snatcher	F 34453	5	October 22	" "	Terrytoons Inc.
Out of Darkness	F 34454	90	October 23	Eagle Films Ltd.	Italnoleggio Cinematografica and Film Castro, Rome.
Destroy All Monsters	F 34455	88	October 23	Warner-Pathe Distributors Ltd.	Toho International Ltd., Tokyo.
Killers Three	F 34456	84	October 23	" "	Dee Cee Productions Inc.

NOTE:
The registration of the film 'Doppelganger' (F 34431) registered on October 9, 1969, has been amended to a British quota film (Br/E 34431) with effect from that date.

AMENDMENTS TO THE REGISTER:
The particulars of the films 'Der Freischutz' (F 34232), 'The Marriage of Figaro' (F 34233) and 'Fidelio' (F 34234) which were registered on July 3, 1969, have been amended to show the name of renter distributing the films in Great Britain as Gala Film Distributors Limited.

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	June		Six months ended June		June		Six months ended June	
	1968	1969	1968	1969	1968	1969	1968	1969
	Number of vessels							
United Kingdom	1,819	2,046	10,367	10,722	1,517	1,750	8,715	9,150
Other Commonwealth (a)	143	255	920	1,039	124	215	752	878
Foreign	4,094	4,474	24,784	25,006	2,834	3,280	18,291	18,389
Total	6,056	6,775	36,071	36,767	4,475	5,245	27,758	28,417
	Thousand net tons							
Commonwealth								
Registered in United Kingdom	3,587	4,394	21,891	23,537	2,565	2,790	14,360	14,492
Registered in Canada	—	—	—	—	—	—	—	7
Registered in other countries (a)	237	437	1,300	1,671	134	325	795	1,054
Total Commonwealth	3,824	4,831	23,191	25,208	2,699	3,115	15,155	15,553
Foreign:								
Soviet	136	167	649	830	44	61	204	220
Finnish	81	82	571	609	23	31	187	231
Swedish	429	438	2,787	2,288	223	206	1,329	1,191
Norwegian	1,336	1,094	7,195	7,302	581	591	2,822	2,930
Danish	267	312	1,567	1,643	211	261	1,128	1,138
Polish	33	54	162	166	8	31	80	97
German (Federal Republic)	512	581	3,058	3,542	306	420	1,922	2,061
Dutch	672	690	3,605	3,971	402	440	2,359	2,614
Belgian	261	203	1,310	1,272	214	216	941	1,182
French	397	503	1,910	2,492	256	391	1,255	1,527
Spanish	50	53	345	412	36	45	309	369
Italian	187	137	915	848	34	22	208	154
Yugoslav	14	4	129	105	9	6	41	35
Greek	167	328	1,137	1,359	77	83	411	514
United States of America	224	358	1,107	1,362	174	299	901	1,206
Panamanian	184	221	981	1,041	34	31	352	366
Liberian	1,191	1,291	6,448	6,667	92	115	423	586
Other	408	269	1,881	1,508	98	170	606	727
Total foreign	6,549	6,785	35,757	36,417	2,822	3,419	15,478	17,148
GRAND TOTAL	**10,373**	**11,616**	**58,948**	**62,625**	**5,521**	**6,534**	**30,633**	**32,701**
Trading Areas:								
Irish Republic	464	821	2,503	2,996	454	709	2,178	2,518
Northern Europe (Foreign)	2,880	3,135	16,363	17,771	2,314	2,535	12,750	13,990
Europe (Atlantic) and Western Mediterranean Countries	1,317	1,560	7,552	7,863	963	1,198	4,906	5,441
Central and Eastern Mediterranean Countries	1,226	1,008	7,017	6,522	154	206	1,061	962
West and South Africa	305	542	2,525	3,385	193	195	1,235	1,337
East Africa, Persian Gulf, India	1,700	1,973	9,911	11,459	146	180	1,080	1,141
Eastern Asia and Islands in the Pacific	215	192	1,282	1,214	145	158	976	925
Australasia	303	358	1,620	1,777	153	125	995	901
North America (Atlantic Coast)	1,092	1,243	4,745	4,694	752	960	3,778	3,899
West Indies and Central America (Atlantic Coast)	592	510	3,726	3,375	117	111	872	738
South America (Atlantic Coast)	109	135	726	832	40	71	318	412
South and Central America (Pacific Coast)	29	18	150	132	12	24	94	115
North America (Pacific Coast)	130	102	764	540	72	48	357	220
Other Areas	11	19	64	65	6	14	33	62
Total Commonwealth Countries	2,364	3,340	12,994	15,647	1,125	1,478	6,464	6,520
Total Foreign Coyntries	8,009	8,276	45,954	46,978	4,396	5,056	24,169	26,181
TOTAL	**10,373**	**11,616**	**58,948**	**62,625**	**5,521**	**6,534**	**30,633**	**32,701**

(†) Includes Irish Republic and South Africa

(*Tables continued on next page*)

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SHIPPING MOVEMENTS AT UNITED KINGDOM PORTS, *continued*

Table 3. Foreign trade arrivals and departures at principal ports, January-June 1969

	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	1,693	1,483	840	1,732	1,534	874	215	165	220	1,629	1,308	709
Cardiff	742	679	344	878	862	428	279	278	142	913	858	382
Dover	2,937	3,379	2,729	4,412	4,936	4,080	2,816	3,290	2,498	4,385	4,863	4,012
Felixstowe	826	1,210	1,149	889	1,294	1,246	728	1,119	1,033	847	1,256	1,197
Folkestone	196	226	182	402	528	403	210	189	156	404	519	398
Grimsby	1,914	2,200	1,297	2,140	2,575	1,516	850	981	813	2,141	2,621	1,550
Harwich	2,941	3,862	2,074	2,995	4,063	2,236	2,872	3,953	2,174	2,909	4,064	2,237
Holyhead	938	870	740	1,041	887	758	753	770	631	856	780	647
Hull	2,581	2,552	2,416	2,771	2,741	2,549	1,440	1,539	1,358	2,584	2,478	2,260
Lancaster	38	1	2	47	22	60	10	17	50	11	19	55
Liverpool	6,656	6,200	2,364	7,594	7,226	2,727	2,775	2,762	1,576	7,572	6,690	2,496
London	15,295	14,696	6,995	18,009	18,300	8,332	6,960	6,390	4,496	17,591	17,309	8,549
Manchester	3,220	2,692	1,483	3,455	2,860	1,679	864	783	1,006	2,953	2,584	1,610
Middlesbrough	2,096	2,910	847	2,590	3,393	1,167	993	865	849	2,902	3,200	1,204
Milford Haven	3,773	5,647	249	4,524	6,731	654	891	1,086	309	4,203	6,648	566
New Haven	287	372	475	293	390	499	267	349	407	305	386	491
Newport	689	728	369	947	863	448	505	348	365	1,069	893	474
Plymouth	173	129	274	267	211	412	98	67	215	225	226	437
Port Talbot	482	468	303	535	498	371	91	75	172	523	472	351
Southampton	7,702	7,114	1,597	9,530	8,747	2,094	3,675	3,746	1,439	9,202	8,663	2,008
Swansea	381	372	231	796	817	533	823	971	815	1,532	1,090	852
Tyne Ports	1,000	931	692	1,473	1,318	865	643	564	463	1,662	1,540	879
Glasgow	1,594	1,445	604	1,924	1,807	717	1,072	870	347	2,337	1,919	737
Grangemouth	753	741	597	921	960	731	583	741	618	857	1,176	907
Greenock	1,077	1,103	95	1,291	1,632	190	82	120	20	1,133	1,587	155
Leith	365	334	548	398	650	622	140	443	437	328	1,033	771
Belfast	1,023	1,220	811	1,074	1,296	890	236	180	266	1,152	964	600
Other Ports	4,436	4,246	9,080	6,197	5,795	11,668	2,641	2,691	6,784	6,383	6,174	12,008
TOTAL	65,807	67,810	39,387	79,125	82,935	48,749	33,512	35,172	29,659	78,608	81,320	48,542

Table 4. Coasting trade arrivals and departures at principal ports, January-June 1969

	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	800	613	371	939	793	1,265	351	204	781	1,117	922	1,495
Cardiff	257	281	452	522	504	911	148	106	293	438	490	937
Cowes	933	1,116	5,100	1,933	2,409	10,804	889	1,028	4,573	1,927	2,377	10,808
Hull	501	436	168	700	519	351	220	92	198	765	622	508
Immingham	416	355	129	944	979	583	534	621	443	839	954	608
Lancaster	484	495	568	600	577	876	569	542	824	584	574	861
Liverpool	1,862	2,277	1,712	2,529	3,073	2,857	1,565	1,698	2,026	2,799	3,082	2,903
London	3,705	3,078	2,578	4,999	3,962	3,874	1,200	827	1,206	4,984	3,894	3,467
Manchester	76	69	96	132	142	207	42	27	42	135	140	198
Middlesbrough	224	55	141	837	776	759	372	666	500	634	817	708
Milford Haven	166	256	73	1,537	2,300	881	1,589	2,351	891	1,692	2,432	947
Portsmouth	206	173	777	1,548	1,512	6,405	48	44	418	1,538	1,499	6,404
Preston	620	618	987	669	640	1,034	594	595	931	707	669	1,089
Southampton	1,476	1,751	5,055	3,002	3,413	6,910	2,561	2,803	5,534	2,957	3,349	6,819
Sunderland	95	122	122	756	598	618	599	449	422	685	573	562
Swansea	113	157	244	1,008	1,276	2,114	657	892	1,506	781	991	1,792
Tyne Ports	332	374	83	1,828	1,675	1,022	1,090	855	725	1,629	1,448	1,012
Ardrossan	639	752	953	697	804	1,103	475	499	920	666	734	1,105
Glasgow	297	428	418	617	750	647	161	150	237	410	578	609
Greenock	882	672	1,333	1,054	761	1,453	803	718	1,186	1,045	809	1,465
Stranraer	730	802	647	741	808	654	730	800	631	741	807	651
Belfast	3,336	3,398	3,982	3,522	3,526	4,311	2,613	2,667	3,150	3,383	3,449	4,457
Other Ports	5,604	5,865	12,986	9,426	9,581	22,922	4,478	4,331	7,901	8,844	9,119	22,266
TOTAL	23,754	24,143	38,975	40,540	41,378	72,561	22,288	22,965	35,338	39,300	40,329	71,671

Table 5. Shipping movement in the coasting trade at United Kingdom ports

		Arrived				Departed			
			Thousand Net Tons				Thousand Net Tons		
		Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN									
With cargo:	June 1968	6,558	3,444	2,793	651	6,029	3,333	2,825	508
	June 1969	6,462	3,609	3,051	558	5,874	3,626	2,986	640
	Six months ending June 1968	34,548	20,000	16,535	3,465	33,098	19,511	16,208	3,303
	Six months ending June 1969	34,181	20,353	16,675	3,678	31,747	20,151	16,253	3,898
In ballast:	June 1968	6,138	2,958	2,453	505	6,335	2,845	2,377	468
	June 1969	7,022	3,045	2,484	561	7,311	2,984	2,469	515
	Six months ending June 1968	31,656	16,577	13,118	3,459	33,300	15,926	12,926	3,000
	Six months ending June 1969	33,129	17,076	13,285	3,791	34,475	16,329	12,944	3,385
COASTING TRADE – UNITED KINGDOM									
With cargo:	June 1968	7,367	4,060	3,334	726	6,636	3,753	3,192	561
	June 1969	7,274	4,246	3,561	685	6,502	4,146	3,401	745
	Six months ending June 1968	39,473	23,754	19,861	3,893	36,672	22,288	18,699	3,589
	Six months ending June 1969	38,975	24,143	19,867	4,276	35,338	22,965	18,650	4,315
In ballast:	June 1968	6,234	2,999	2,487	512	6,635	3,007	2,509	498
	June 1969	7,092	3,072	2,507	565	7,600	3,126	2,591	535
	Six months ending June 1968	32,091	16,786	13,289	3,497	35,090	17,011	13,795	3,216
	Six months ending June 1969	33,586	17,235	13,392	3,843	36,333	17,364	13,712	3,652

(†) Commonwealth and Irish Republic

National food survey: household food consumption in the second quarter of 1969

THE MAIN RESULTS of the National Food Survey in the second quarter of 1969 are summarized in the tables below. The estimates are derived from records provided by a sample of 1,953 households throughout Great Britain.

Average expenditure on food (excluding sweets and soft drinks) bought for consumption in the home was estimated to be 40s. 5d. per person per week, 1s. 4d. more than in the previous quarter. About a half of this increase can be attributed to increases in prices (principally those for beef and for fresh fruit and vegetables) and the remainder to seasonal changes in consumption patterns. Compared with the second quarter of 1968, expenditure rose by 2s. 1d. (5·5 per cent) owing to increases in food prices, particularly those of milk, meat, fresh fruit and vegetables, bread and cakes.

Average consumption of liquid milk was not significantly different from that recorded in the previous quarter; average consumption of welfare milk also remained at approximately the same level as in the previous quarter: about 4 per cent of the quantity was obtained free. Average consumption of school milk continued to be little more than two-thirds of the quantity recorded prior to the change in entitlement in the autumn of 1968. The average price paid by housewives for natural cheese continued to decline and consumption was 3·3 oz. per person per week compared with 3·1 oz. in the previous quarter and in the second quarter of 1968. Purchases of processed cheese were fully maintained. There was no significant change in average consumption of butter or of margarine but, although the trend for the former appears almost to have levelled out, that for the latter continues to be downward. Over the year there was some further displacement of cooking fat by vegetable oils. The average price paid by housewives for eggs fell seasonally from 4s. 7d. a dozen to 4s. 4d. but was nearly 11 per cent higher than in the second quarter of 1968; consumption, however, showed little change over the year. Household purchases of sugar continued to show a downward trend and averaged 15·3 oz. per person per week compared with 15·9 oz. a year previously; the seasonal decline in the second quarter of the year has tended to become more pronounced in the last three years. Average consumption of jams also remained below the level of a year previously, averaging 1·3 oz. per person per week compared with 1·5 oz., but purchases of marmalade were fully maintained at about 0·9 oz.

Average purchases of carcase meat fell to 15·2 oz. per person per week. Consumption of lamb failed to exhibit the usual seasonal increase and averaged only 5·3 oz. per person per week, compared with 5·6 oz. in the previous quarter and 5·9 oz. in the second quarter of 1968. Although consumption of beef and of pork fell seasonally to 7·3 oz. and 2·6 oz. respectively, these averages were slightly above those for the corresponding period of 1968. Consumption of poultry continued to increase and averaged 5·1 oz. per person per week compared with 4·9 oz. in the previous quarter and 5·0 oz. a year earlier. Purchases of uncooked bacon remained at 5·2 oz. per person per week and consumption of cooked ham increased seasonally to the same level as a year previously. Purchases of other cooked or canned meat and consumption of meat pies and meat products other than sausages continued to show slight upward trends. Average consumption of fish was slightly greater than in the previous quarter, principally because of some recovery in purchases of canned fish; housewives continued to increase their purchases of cooked fish, quick-frozen fish and fish products at the expense of fresh white fish.

Household consumption of main-crop potatoes averaged 27·2 oz. per person per week in the second quarter of 1969 compared with 29·9 oz. in the corresponding period of 1968, the average price paid for loose potatoes being 4·5d. per lb. compared with 3·7d. Consumption of early potatoes was also a little less than a year previously, averaging 15·0 oz. compared with 16·2 oz. and the average price for loose early potatoes was 10·1d. per lb. compared with 7·7d. per lb. Expenditure on potato products (other than quick-frozen) continued to grow, and averaged 5·0d. per person per week compared with 3·6d. in the previous quarter and 4·0d. in the second quarter of 1968. Compared with the corresponding season in the previous year, consumption of brassicas and of fresh legumes again lost some ground to canned vegetables and to quick-frozen vegetables, but there was little change in average consumption of leafy salads and other fresh vegetables. Consumption of fresh fruit averaged 23·4 oz. per person per week compared with 22·8 oz. in the second quarter of 1968; the increase over the year was mainly in consumption of oranges and bananas. There was no significant change in purchases of canned fruit.

Average purchases of bread were at the same level (38·0 oz. per person per week) as that recorded in the second quarter of 1968, and there was hardly any change in consumption of cakes and pastries, but recorded purchases of biscuits declined slightly to 5·9 oz.

The trend in average household consumption of instant coffee continued to be upwards, and average purchases of tea continued to decline.

Table 2 shows the energy value and nutrient content of the diet of

(*Continued on next page*)

Table 1. Estimates of average household food consumption

oz. per person per week (†)

	1967	1968	2nd qtr. 1968	1st qtr. 1969	2nd qtr. 1969
Total Household Food Expenditure	36s. 11d.	37s. 11d.	38s. 4d.	39s. 1d.	40s. 5d.
Liquid milk (pints)	4·89	4·82	4·84	4·99	4·92
Other milk (eq. pints)	0·35	0·37	0·35	0·37	0·35
Cheese	3·35	3·41	3·48	3·37	3·68
Butter	6·19	6·14	6·23	6·35	6·14
Margarine	3·00	2·81	2·82	2·80	2·78
Lard and compound cooking fats	2·09	2·08	1·94	2·24	1·87
Eggs: purchases (number)	4·52	4·43	4·50	4·43	4·42
consumption (number)	4·72	4·66	4·79	4·61	4·73
Preserves	2·85	2·79	2·87	2·76	2·60
Sugar	17·21	16·35	15·88	16·40	15·33
Beef and veal	8·61	7·76	7·21	8·20	7·27
Mutton and lamb	6·06	5·71	5·90	5·55	5·31
Pork	2·29	2·53	2·53	3·04	2·63
Bacon and ham, uncooked	5·17	5·15	5·33	5·19	5·18
Bacon and ham, cooked (including canned)	0·96	0·94	0·95	0·83	0·96
Poultry and cooked chicken	4·01	4·81	4·96	4·86	5·06
Other cooked meat (not canned)	0·68	0·68	0·69	0·57	0·69
Other canned meat	2·24	2·28	2·36	2·33	2·49
Offals	1·39	1·37	1·26	1·51	1·20
Sausages, uncooked	3·50	3·70	3·72	3·68	3·60
Other meat products:					
Meat pies	0·69	0·78	0·76	0·66	0·82
Other	1·98	2·04	2·02	2·11	2·04
Fish, fresh and processed	4·17	4·02	3·99	3·88	3·66
Canned fish	0·88	0·86	0·93	0·67	0·90
Fish and fish products, quick-frozen	0·74	0·81	0·86	0·91	0·96
Fresh green vegetables	13·17	13·05	12·81	9·50	10·67
Other fresh vegetables	9·83	9·95	7·56	11·04	7·55
Quick-frozen vegetables	1·29	1·57	1·78	1·83	2·05
Canned peas	3·00	3·05	3·09	3·23	3·38
Canned beans	3·49	3·48	3·43	3·40	3·74
Potatoes: purchases	48·62	47·53	43·87	51·79	40·15
consumption	52·24	51·92	46·05	54·85	42·20
Citrus fruit	4·85	5·01	5·67	7·62	6·15
Bananas	3·37	3·27	3·49	2·96	3·96
Apples	6·40	6·39	5·85	6·13	5·77
Fresh tomatoes	4·06	3·98	4·42	2·28	4·07
All other fresh fruit	3·06	3·92	3·37	1·46	3·47
Canned fruit	5·65	5·59	6·39	5·43	6·23
Dried fruit, nuts and fruit and nut products	1·23	1·16	0·97	1·12	0·97
Flour	5·79	5·38	5·32	5·75	4·94
White bread	33·84	32·31	31·80	31·48	32·13
Brown, wholewheat and wholemeal bread	3·38	3·05	3·25	2·97	2·96
Other bread	2·80	2·95	2·95	2·65	2·87
Buns, scones and teacakes	1·43	1·36	1·31	1·39	1·35
Cakes and pastries	4·61	4·68	4·57	4·31	4·62
Chocolate biscuits	1·08	1·04	1·02	1·04	1·01
Other biscuits	4·79	4·80	5·05	4·50	4·87
Breakfast cereals	2·35	2·43	2·47	2·45	2·56
Oatmeal and oat products	0·67	0·58	0·41	0·72	0·33
Canned milk puddings	1·52	1·66	1·54	1·52	1·53
Tea	2·70	2·59	2·59	2·58	2·44
Instant coffee	0·30	0·36	0·34	0·36	0·40
Canned soups	3·10	3·08	2·37	4·11	2·42
Pickles and sauces	1·30	1·33	1·44	1·37	1·37

(†) Except where otherwise stated.
Source: Ministry of Agriculture, Fisheries and Food.

NATIONAL FOOD SURVEY, *continued*

the average household, and of the largest families, in relation to the daily intakes of energy and nutrients recently recommended by the Department of Health and Social Security ('Recommended Intakes of Nutrients for the United Kingdom'; Reports on Public Health and Medical Subjects, No. 120; HMSO, 1969). The recommended intakes are amounts of nutrients sufficient or more than sufficient for the nutritional needs of practically all healthy persons in the population. The recommendations were exceeded on average for all nutrients except Vitamin D, but welfare and pharmaceutical sources of this vitamin are not evaluated in the Survey. The nutritional value of the diet of the average household in relation to need has remained virtually unchanged during the year covered by the table. In families with four or more children the percentages, amongst the lowest habitually found in any of the groups identified in the Survey, showed some relative improvement with respect to energy and most nutrients in the second quarter of 1969.

Table 2. Energy value and nutrient content of the diet as percentages of recommended intakes

(Quarterly moving averages)

	National Averages				Families with 4 or more children			
	Year ending				Year ending			
	July-Sept. 1968	Oct.-Dec. 1968	Jan.-Mar. 1969	April-June 1969	July-Sept. 1968	Oct.-Dec. 1968	Jan.-Mar. 1969	April-June 1969
Energy	108	108	108	108	98	99	99	102
Protein	127	127	127	127	114	116	115	117
(as % of minimum requirement)	*194*	*194*	*194*	*194*	*182*	*183*	*181*	*184*
Calcium	191	191	192	192	164	165	165	169
Iron	124	122	122	122	109	108	108	110
Vitamin A	202	203	204	202	193	197	200	210
Thiamine	128	125	125	124	116	116	115	118
Riboflavine	129	130	130	130	132	134	133	136
Nicotinic acid	188	189	190	190	172	174	174	180
Vitamin C	180	182	182	181	162	165	161	165
Vitamin D	94	90	89	87	63	64	62	61

566,000 foreign visitors in August

MORE THAN 566,000 foreign visitors came to Britain in August – a rise of 103,000 on the same month last year, reports the British Travel Association, Britain's official tourist organization. A BTA spokesman said the August arrivals brought the total number of foreign visitors to Britain in the first eight months of this year to 2,836,000 – a increase of 564,000 (25 per cent) on the same period of record-breaking 1968.

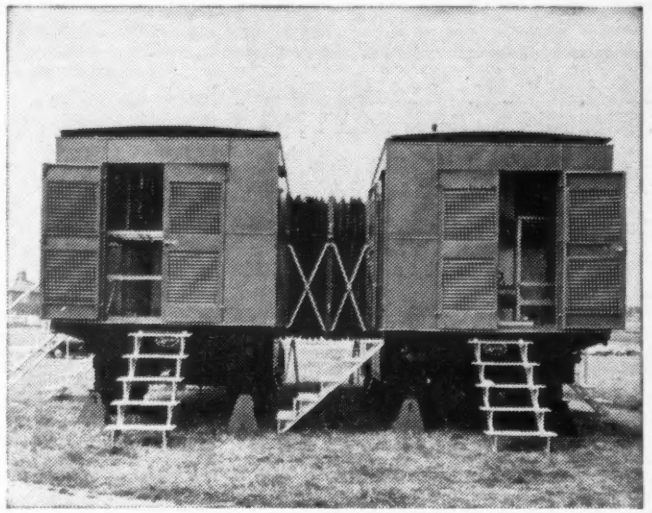
Tourist arrivals from European countries in August numbered 326,000. This was a rise of 47,000 on the month and brought total European arrivals in the first eight months of 1969 to 1,751,000 – an increase of 321,000 (22 per cent) on the same period last year.

Visitors from the United States in August numbered 189,000 – an increase of 46,000 on the same month last year. They brought total United States arrivals in the first eight months of 1969 to 841,000 – a rise of 194,000 (30 per cent) on the period. The BTA spokesman said details of tourist arrivals from Commonwealth countries in the first eight months of 1969 were not available. It was estimated that these, too, were considerably higher than in the same period of last year.

New companies registered in Northern Ireland

IN THE MONTH of September 1969 22 private companies with a total nominal capital of £235,200 were registered in Northern Ireland.

During the period January-September 1969 217 companies with a total nominal capital of just over £1,592,000 were registered as compared with 239 companies with a total nominal capital of £3,314,000 in the same period of 1968.



Rollalong Ltd., of Ringwood, Hants, have just completed this unusual order from Libya for mobile field kitchen trailer units. This end view shows the flexible linking corridor which joins the food preparation unit to the kitchen unit. The end compartments contain the gas supply cylinders and the electricity generator. Following successful field trials, production and delivery of subsequent units is now on a fast delivery basis.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during September 1969, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,147	—	1,147
Over £100 but under £1,000	77	—	77
£1,000 but under £10,000	512	—	512
£10,000 but under £50,000	85	—	85
£50,000 but under £100,000	8	—	8
£100,000 but under £1,000,000	11	—	11
£1,000,000 and over	1	—	1
Total number	1,841	—	1,841
	£ thous.	£ thous.	£ thous.
Total amount of Nominal Capital	6,324	—	6,324

Companies registered in Great Britain in 1968 and 1969

	1968		1969	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	1,395	5,721	2,077	6,597
February	1,440	7,323	1,892	7,408
March	1,749	7,592	2,227	25,151
April	1,543	5,124	2,066	5,614
May	1,837	4,034	2,089	6,272
June	1,546	3,735	1,979	5,643
July	1,780	4,748	2,133	10,764
August	1,742	3,836	1,880	4,667
September	1,601	4,316	1,841	6,324
October	1,921	5,604		
November	1,829	3,713		
December	1,774	6,178		
Total	20,157	61,924		

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for August, 1969, was 113 (1965 = 100), an increase of 3 per cent compared with August 1968. Increases were recorded in two of the five major groups; these were food and durable goods shops. Two groups (clothing and department and general stores) showed 'no change' and in the miscellaneous non-food group sales declined by 1 per cent. The increase in the total value of sales of 3 per cent compared with a year ago was slightly smaller than the increases recorded in May, June or July.

Taking price increases into account it has been estimated that the volume of sales was down by approximately 2½ per cent from August 1968. In the non-food groups taken as a whole, turnover failed to show any increase over the corresponding month of last year in spite of price rises, thus indicating a fall in the volume of sales.

The average index from June to August was 114, 6 per cent higher than for the corresponding period last year and 1 per cent higher than the average for the period March to May of this year.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 113, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week and *percentage increases compared with a year earlier*

1965 = 100

	All kinds of business		Food shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
1966	102		106		99		98		98		102		92	
1967	103	*1*	109	*3*	100	*1*	95	*-3*	99	*1*	103	*2*	94	*3*
1968	109	*6*	118	*8*	104	*4*	100	*4*	106	*7*	107	*3*	101	*7*
1968 1st quarter	106	*7*	114	*6*	101	*8*	94	*7*	109	*17*	106	*6*	92	*6*
2nd quarter	109	*6*	119	*7*	103	*5*	97	*3*	107	*13*	107	*3*	96	*9*
3rd quarter	107	*6*	115	*7*	103	*5*	93	*3*	103	*6*	110	*4*	93	*8*
4th quarter	115	*5*	125	*12*	109	*1*	115	*4*	104	*-6*	104	—	124	*5*
1969 1st quarter	109	*3*	126	*11*	98	*-3*	92	*-1*	96	*-12*	104	*-2*	88	*-4*
2nd quarter	115	*5*	128	*8*	106	*3*	103	*6*	113	*6*	107	—	102	*7*
1968 August	109	*4*	116	*6*	105	*3*	92	*1*	105	*4*	116	*4*	89	*1*
September	102	*6*	115	*9*	94	*4*	90	*8*	96	*-1*	95	—	95	*19*
October	110	*8*	121	*16*	103	*2*	101	*3*	109	*-1*	102	*3*	101	*3*
November	111	*7*	127	*14*	101	*2*	109	*9*	99	*-4*	97	—	103	*8*
December	125	*2*	127	*8*	124	*-1*	134	*2*	104	*-13*	113	*-2*	168	*5*
1969 January	113	*7*	122	*11*	108	*4*	106	—	110	*-8*	112	*10*	92	*1*
February	106	—	126	*10*	94	*-7*	86	*-4*	92	*-11*	104	*-6*	74	*-14*
March	106	*1*	129	*12*	92	*-7*	86	—	86	*-17*	96	*-9*	98	—
April	114	*3*	132	*10*	103	*-2*	98	*5*	106	*-3*	105	*-4*	98	*-2*
May	118	*4*	130	*8*	111	*2*	108	*12*	113	*6*	113	*-4*	104	*8*
June	113	*9*	124	*8*	106	*9*	104	*2*	120	*15*	103	*9*	105	*16*
July	116	*5*	121	*7*	113	*4*	104	*8*	116	*7*	120	*1*	100	*5*
August	113	*3*	125	*8*	105	—	92	—	110	*5*	115	*-1*	89	—

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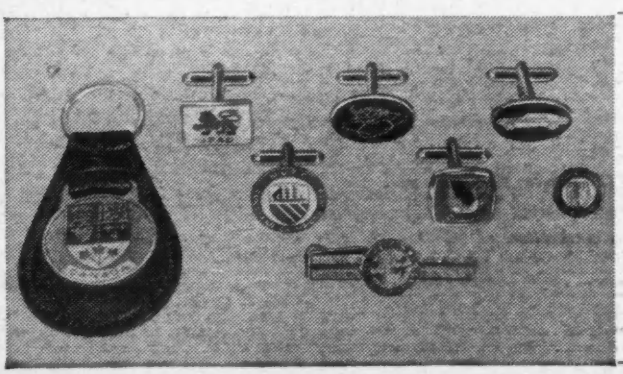

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Exhibitions and Fairs

Visitors to the Cologne Exhibition of Fine Foods and Provisions (ANUGA) watch granary bread being baked on one of the UK stands.

50th Cologne ANUGA 'most successful ever'

by H. Mock, British Embassy, Bonn

THE COLOGNE Exhibition of Fine Foods and Provisions (Anuga) celebrated its 50th anniversary at the opening ceremony on October 4, in the presence of the Federal President, Dr. Gustav Heinemann, and dignitaries from many countries.

1,871 direct exhibitors and 1,912 additionally represented firms from 62 countries displayed their culinary specialities on a gross exhibition area of 150,600 square metres.

Forty-seven official national exhibits featured specialities from throughout the world. The number of foreign exhibitors totalled 658 direct, plus 1,807 represented firms. During the seven days of the exhibition 186,900 trade buyers and potential customers of whom 16,300 were foreigners visited the fair.

'German agents eager for business'

The United Kingdom was amongst the largest foreign contingents of exhibitors with 41 direct exhibitors and 107 represented firms. As at the last Anuga, the British Food Export Council in conjunction with the Board of Trade mounted a national exhibit in Hall 10 of the fairground in which approximately 90 firms participated. The atmosphere on the British stand can perhaps best be described by quoting the joint managing director of Simpson Ready Foods. Mr. J. Y. Simpson, who said: 'We are now participating for the third time. Whereas at previous fairs we were chasing German agents, this year German agents were chasing us. In addition, we received substantial orders from a large number of countries, and were still doing business after the Anuga finally closed on Friday evening.'

Brisk trading

Business on the joint British exhibit was already brisk when Mr. James Hoy, Parliamentary Secretary, Ministry of Agriculture, Fisheries and Food, visited the stands on the first day of Anuga. In his speech at the press conference given by the BFEC on the evening before the opening Mr. Hoy said: 'This year sees the Jubilee of Anuga, and the British exhibitors are putting on their best performance so far here to celebrate the occasion. The fair is a first-class international shop window for the food industry and I congratulate the organizers on their excellent work.'

A British fish and chip shop was featured for the first time at Anuga, and indeed in the Federal Republic of Germany. The five companies involved in this demonstrated every stage in the process from the peeling and chipping of the potatoes to the batter dipping and frying of the fish. The end product attracted long queues of buyers, who paid 2s. 6d. per portion for this British culinary speciality. The success of the fish and chip shop entirely confirmed the group's belief that this traditional dish will go down well in Germany and indeed in other European countries. It was very encouraging that during the first two days negotiations were under way with a German customer who wished to buy the complete range of equipment off the stand. The German fish authorities, who are anxious to promote sales of fish in the Federal Republic, were very interested in the shop and have undertaken to examine the possibilities afforded by fish and chip shops. It is expected that there will be more detailed discussions with them later in the year. There were many inquiries for potential agencies and some of these showed such promise that franchise arrangements are under consideration. Inquiries were also received from the United States, South Africa, a government department in Helsinki, Switzerland and Australia.

Fish and chips, together with other delicacies from the British exhibit, were included in the informal luncheon given by the BFEC in their trade lounge for the British Ambassador to Bonn, Sir Roger Jacklin, and Lady Jacklin following their tour of the British stands.

Break-through for British health foods?

Among the newcomers on the British stand was a group of 10 health food manufacturers, who under the auspices of the British Heatlh Food Manufacturers' Association showed a wide range of their products for the first time at an exhibition in the Federal Republic. They received good firm orders and inquiries from many countries outside the Federal Republic of Germany, which alone made their participation well worthwhile. Owing to the very stringent policy applied to health products of non-German origin, foreign firms have so far encountered the greatest difficulties in introducing their products into the German market. It now appears that through the efforts made by the British Health Food Manufacturers' Association in preparing the ground for their participation in Anuga, the relevant German organization has recently changed its attitude towards purchasing foreign health products. Samples were supplied from the fair stands to a council member of this organization, and the United Kingdom firms were assured that if the products comply with the standards laid down for health foods in the Federal Republic of Germany, or alternatively are modified to meet these, then purchases on own account or in conjunction with a German manufacturer wishing to supplement his range of products could be guaranteed, provided that such foods were to fill a gap in the German stores range. It was stressed that any inquiries will have to be channelled through HFMA.

Firm orders and inquiries noted by British exhibitors from the Federal Republic of Germany and countries throughout the world in most cases exceeded all expectations, and by the closing day this Anuga clearly proved to have been the most successful ever for the British food and drink exporters.

Prices stable during Fair

The successful levels of sales achieved by British and the majority of other foreign and German exhibitors were extremely gratifying in view of the uncertain exchange value of the Deutschemark coupled with uncertainty on the outcome of a decision on agricultural imports into the Federal Republic which was expected to be taken by the EEC during the period of the exhibition. These factors made it extremely difficult for German exhibitors to conclude firm contracts with foreign buyers.

Prices remained fairly stable during the fair, but price increases especially for meat, meat products, and chocolate products are expected for the beginning of next year. Price decreases are anticipated for edible fats (excluding butter), oils, tinned fruits and vegetables, jams and table jellies.

Technical Centre

A Technical Centre was incorporated into Anuga in Halls 12 and 13 of the fairground which covered shop fittings and technical equipment, packaging and machinery, automatic vending machines, refrigeration and catering equipment.

At present, 50 per cent of all packaging in the consumer goods field is used in the food industry. It was, therefore, not surprising that this section of the Technical Centre attracted a large number of interested buyers. Delivery dates for packaging machinery have lengthened and price increases are expected not only for machinery, but also for paper packaging materials (6 per cent), as a result of the world-wide shortage of paper-pulp. Longer delivery dates were also announced for packaging glass, especially one-way bottles and jars. Prices for these were increased by 5 per cent prior to the fair.

This year's Anuga was regarded by exhibitors as the best and most successful ever. Favourable comments were made on the clear switch of emphasis from a 'Food Show' to a genuine Trade Fair. This was reflected in the increased attendance of genuine trade buyers and the high calibre of both stand personnel and trade buyers. There will be further discussions in the near future about whether Anuga will continue to be limited to seven days (one weekend only) or whether it should again be extended to nine days.

'Excellent results at Munich Fashion Week'

A report from the British Consulate-General, Munich

'A FANTASTIC success' was the description given by Mrs. Sally Levison, of Sally Levison Originals, one of the exhibitors at the 20th International Fashion Week, held in Munich from October 5-9. It was the largest fair to date, with 1,350 exhibitors, principally manufacturers of ladies' outerwear and accessories, who came from 20 countries. For the first time in the ten-year history of the fair all available space at the Munich Fair Grounds was completely booked. A number of manufacturers also showed their garments on their own premises or in hotel rooms.

Great Britain had the third strongest contingent at the fair with 59 exhibitors. Of these 46 were accommodated on a spacious combined stand organized by the Board of Trade and the Clothing Export Council. The British presentation, which covered an area of almost 1,300 sq. metres, was considerably enhanced by an excellent and lively fashion show which was produced and directed by Miss Patricia Laffan. The show, which was introduced at each performance by Mr. A. T. Elvy, export executive of the Clothing Export Council, lasted only 30 minutes but was packed not only with action but also with all the relevant commercial information, such as prices of garments quoted in local currency, the stand number and name of the manufacturer. Indeed it was a masterpiece of production technique that enabled garments from 48 manufacturers to be displayed in such a comparatively short time. The rehearsals and careful planning paid off; and helped considerably to make British participation the success it was. Although only 140 persons could be seated at each show an average of 350 crowded into gangways around the fashion area and all in all some 5,000 had seen the show by the end of the fair. Besides Mrs. Levison, many other British exhibitors had success stories to report. Dr. Gerrard, representing F. G. Bacon Ltd., reckoned to have taken about £35,000 worth of orders during the fair; and Karen Roberta reported selling over 3,500 garments. Valstar Ltd. booked orders valued at £20,00 and are hoping to improve on this figure if further orders are confirmed at IGEDO in Düsseldorf. Mr. Lehr of 'Cordoba' described the fair as 'magnificent' and went home happily with orders worth £25,000. Herr Werner Saenger, German agent for Shubette, who was kept very busy throughout the fair, said that he had been 'extraordinarily successful'.

Prominent visitors to the British stand included Dr. Otto Schedl, Deputy Bavarian Prime Minister, Mr. G. H. Baker, HM Consul-General, and Mr. Nicol Morton, HM Consul (Commercial). The Mayor of Munich, Herr Albert Bayerle, during his visit posed with the team of British mannequins resulting in useful local newspaper publicity.

As the Munich Fashion Week grows so more and more national stands are appearing. For the first time Sweden was represented with 21 manufacturers on a national stand and HRH Princess Christina of Sweden accompanied by the Swedish Ambassador to Bonn arrived to lend support. The Export Association of the Swiss Clothing Industry put on a special fashion display which attracted favourable comments. Some well-known manufacturers of man-made fibres put on fashion shows to promote their products, the most spectacular being that put on by ICI Ltd., which took place in the large 'Circus Krone' building in the centre of Munich before an invited audience of 2,500.

Many British exhibitors had found in the past that they met principally Swiss and Austrian customers at Munich. This year, however, saw a marked increase in the number of inquiries from the leading Federal German Republic houses. Indeed, the whole atmosphere of the fair reflected confidence in future economic stability and even the floating Deutschmark which was giving the British exhibitors some headaches did not distract from the air of optimism.

It is becoming increasingly difficult to obtain good sites at the Munich Fashion Week and early application for space is therefore essential. Applications should be made either to the Clothing Export Council, 54 Grosvenor Street, London WIX ODB or to the organizers Mode Woche Muenchen GmbH, 8 Muenchen 12 Theresienhoehe 15. The next Fashion Week will be held from April 5-9, 1970.

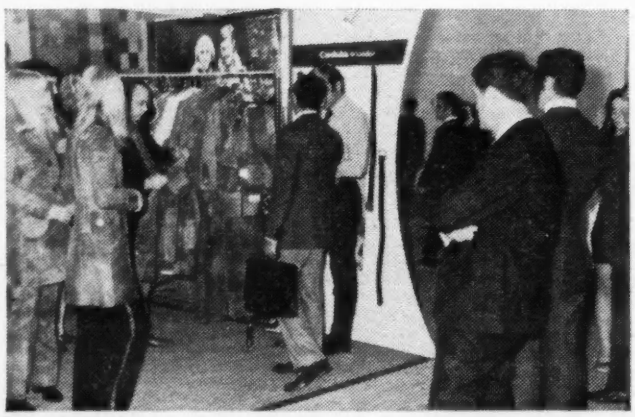
Lord Ritchie-Calder opens 'Going Metric' exhibition

OPENING THE Going Metric Touring Exhibition at Sheffield Polytechnic on October 20, Lord Ritchie-Calder, chairman of the Metrication Board, said: 'Going Metric is no longer a matter for debate or argument. The decision has been taken. Indeed, four years have already passed of the ten originally envisaged by the Government as the period necessary for the change-over. Industry has responded well on the whole and this is not surprising: after all, it was industry who asked to go metric in the first place.

'But some firms in some sectors of industry are holding back, perhaps out of fear and ignorance—fear of the possible costs and ignorance about the likely benefits.

'The chief benefits to be expected from going metric run right through the whole enterprise from stock holding to reduction of variety of products and ease of marketing and exporting.

'Going Metric is not something imposed by any super-Ministry in Whitehall. It is a commonsense movement started by industry itself. The Metrication Board is here to inform, advise and co-ordinate. You are in the metrication business, we are in the communications business. The better we work together the easier the change will be. And not only easier but more effective and more profitable.'



Some of the visitors to the 'Cordoba' stand at the Munich Fashion Week who contributed to the £25,000 worth of orders collected by the company.

Royal Doulton china is featured in an exhibition taking place in Vienna from September 30 to December 31. The venue is the leading furniture store, Tischlermeister. The organizers, The British Manufacturers Export Club, selected Royal Doulton tableware and figurines to complement their display of British furniture. The glassware on show was also provided by Royal Doulton through their subsidiary Webb Corbett. The exhibition was opened by the Austrian Federal Minister for Trade, Commerce and Industry, Herr Otto Mitterer, who was presented with an eight-person dinner service by Mr. Roy Pearson, sales director of Doulton Fine China Ltd. Picture shows Herr Otto Mitterer (left) with his wife and Mr. Pearson. Mr. Ken Smith, area sales manager, is in the background. A visit to the exhibition was made by HRH Princess Alexandra during British Week. The Princess was presented with a dinner and tea service in the 'Rondelay' pattern, her own choice.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Discussions in progress on United Kingdom stands at the Second International Nuclear Industries Fair, Basle. A report on Nuclex 69 was published in last week's Journal.

More British firms exhibit at this year's Lyons furniture show

by J. O. McCormick, Consul-General, Lyons

THE TENTH European Furniture Salon (Meuropam/Pro-Meuropam) took place in Lyons from October 4-7. M. Jean Bailly, Secretary of State in the Ministry of Finance and Economy, opening the Fair, emphasized the importance and influence of this international salon and said he regretted that so many similar exhibitions were usually held in Paris.

Satisfaction was expressed by the organizers, who pointed out that this year's attendance was well ahead of last year's. There can be no doubt that the international character of Meuropam/Pro-Meuropam is steadily developing. All agreed that the 1968 Salon was exceptionally successful though trade in general suffered this year from the effects of an overall credit squeeze. But the investment and efforts were justified.

Thirteen foreign countries participated, notably Belgium, Italy, Rumania and Great Britain. Increasing interest on the part of Great Britain is shown by the fact that 19 different firms were represented, as against 14 last year, forming the official British joint venture, sponsored by the Board of Trade and the British Furniture Manufacturers' Association.

In the vast entry hall of the imposing 'Palais de la Foire' a giant panel showing the layout of the British stands, and how to get to them, had been placed at the bottom of escalators taking visitors straight up to the first floor. This year again British participants were grouped together in two of the spacious upper galleries alongside exhibitors from other countries.

Much of the admiration and general appreciation earned by the British stands was due to the taste and skill with which the installations were carried out. The elegance and originality shown by individual displayers came in for praise as well. A great deal of care and thought had obviously been given to the placing of the suites and of each separate item of furniture, with the result that their fine styling and the quality of British workmanship brought many compliments from visitors and buyers alike who did not hesitate to express their approval and interest.

The Salon's chief importance, commercially speaking, lay in the making and renewing of contacts as well as in the taking of orders, some of which were outstanding. Exact figures on the total volume of orders booked at the show are not yet available, but it is hoped that they will compare well with those of last year.

Among the newcomers we met Bennett Woodwork Ltd., of Manchester, who were displaying a wide range of reproduction furniture. A most impressive item in their series was a flexible wall storage system with matching desks, bookcases and decorative cabinets which could even contain a television set. They also had on show serving tables and dining chairs, together with smaller items. They were very pleased with the response of Meuropam, and received a satisfactory number of firm orders. They declared that it was an exploratory venture in which they wanted 'to see and be seen.' They appointed an agent and intend to set up a network covering the entire country. Results achieved amply justified their visit here.

Len Ltd., experienced in the French market but displaying for the first time at Lyons, reported that their old English suite had sold very well, in particular their chairs and settees upholstered in medieval tapestry and available in a wide range of colours.

Heritage Furniture Ltd., took many good orders for their oak and mahogany Regency furniture. They were most encouraged by keen interest shown by French buyers in their yew furniture, which is almost unknown in France. Their agent has already decided to ask for a stand twice as big next year. This seems to speak for itself.

Mr. Spivack, who is the managing director of Regina Furniture Ltd., stated that he had, as in previous years, found a ready market and had appointed an agent who not only covers the Rhone-Alpes region but is also going to bring him an extensive and long-established Swiss clientele.

Barget Ltd., Bartrade Ltd., Lait & Son Ltd., and Chase Reproductions Ltd., co-ordinated their selling efforts as usual. They did well with their bars, smart glass display units, boudoir and reproduction furniture. They anticipate many more future orders. As for Davies & Sons Ltd., they claimed to have sold their production for several months ahead. British reproduction old furniture is showing great potential as a best-seller on the French market but modern style furniture undoubtedly has a place, too. This market is certainly tougher and more competitive as the purchaser pays great attention to quality, style and price. Evans Furniture Ltd., did particularly well in this field with their circular chairs, swivel armchairs and GOGO ranges, etc.

Five British carpet manufacturers exhibited this year in the Pro-Meuropam section.

Firth Carpets Ltd., and Crossley Carpets Ltd., are regular participants, while Broadloom Carpets Ltd., and Shaw Carpet Co. Ltd., exhibited for the first time this year. All agreed that this exhibition is well placed in provincial France and is therefore accessible to smaller retailers and decorators in the region.

All managed to increase their number of clients despite what they felt was a slight decline in actual buying, due in a large measure to the present economic climate in France.

It is always pleasing to be able to say that British participation in overseas Fairs is steadily improving. This was the case with Meuropam and Pro-Meuropam. A greater number of exhibitors, however, cannot itself guarantee the right level of buyer attendance, but the added variety of merchandise thus presented, the understanding of buyers' habits and a gradual awareness that intelligent speculation in the interests of overseas trade is essential to increasing export figures, should definitely have some effect on the volume of business transacted in the immediate future and throughout the coming year.

Inspecting British furniture displayed at the tenth European Furniture Salon, Lyons.

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Tuesday 18
and Wednesday 19
Quality Control
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Thursday 20
The Design of Building Components
The Royal Institute of British Architects
Society of Industrial Artists and Designers
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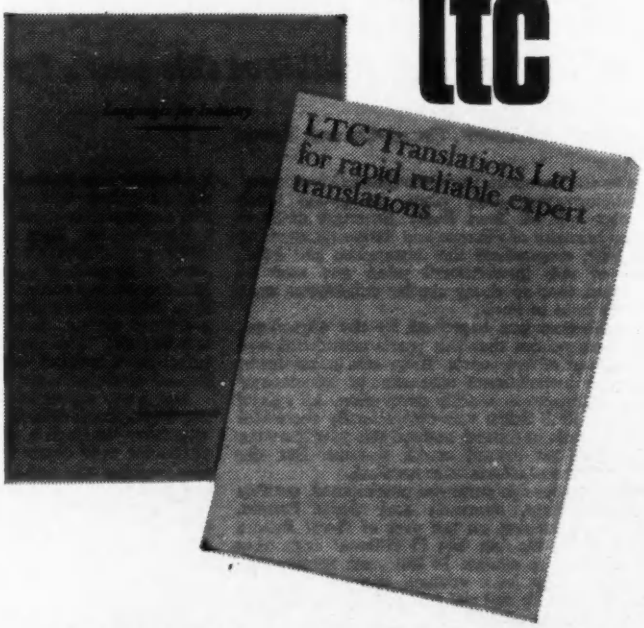

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'Metz Fair can be useful jumping-off ground for eastern France'

by H. Niblock, HM Consul-General, Strasbourg

THE 1969 Autumn International Trade Fair at Metz was opened on October 1 and ran until October 12. A joint venture display organized by the Board of Trade and the London Chamber of Commerce enabled eight United Kingdom firms to participate on official stands.

The Metz Fair cannot be compared with some of the major continental trade fairs and the number of buyers is correspondingly small, but it is of considerable importance in eastern France and it provides a very useful jumping-off ground for United Kingdom manufacturers who wish to try to break into a part of the continent which has tended to be overlooked by British exporters.

The principal exhibits at the fair were industrial and agricultural equipment, machine tools, contracting and public works plant, equipment for the bakery, butchery and brewery trades, sanitary equipment, office machinery and a range of consumer goods.

The number of visitors who paid to enter the Fair was 8.5 per cent higher than last year. The effects of credit restrictions, however, were widely felt, particularly in respect of higher priced products, and heavy equipment was principally affected. It was evident that although a demand existed the present credit squeeze was a limiting factor. There was a satisfactory amount of business transacted in the office machinery and food processing sectors.

Results achieved by the British exhibitors varied greatly. Some were very satisfied with the promising inquiries they had received and others were successful in making contact with potential agents. Others again were not happy with the results. On the whole, however, the effort was worthwhile, as it has encouraged a number of British firms to take a more serious look at the French market. I hope for still greater British participation at the 1970 Metz Autumn Fair.

In addition to those on the official stands, a number of British firms were represented by their agents. Most of these firms are regular exhibitors at the Metz Fair and are therefore aware of the value of participating in an exhibition in this part of the continent.

Other countries to exhibit officially at the fair were Germany – with the largest national pavilion – Belgium and Canada, while a large number of exporters from Italy, Holland, United States, Switzerland, Sweden, Spain, Japan and Denmark were represented by agents.

Over 1.3 million dollars worth of business expected from Toronto Electronics Exposition

A report from the British Government Office, Toronto

INQUIRIES likely to result in orders worth more than $1.3 million were received by British manufacturers who took part in a joint venture organized by the London Chamber of Commerce and the Board of Trade in the International Electronics Exposition held in Toronto between October 6-8. Twelve British manufacturers displayed some of the most advanced electronic equipment made in Britain.

All were gratified by the warm interest shown by visitors in their products.

The only one who did not share this experience, Jermyn Industries, exhibited with the sole object of attracting attention of potential representatives, and before the end of the show, appointed one from more than 20 candidates: they confidently expect a large volume of business to develop.

Another company was not only able to select and appoint a good agent, but received 50 inquiries likely to result in business worth at least $250,000 a year. Their water pollution turbidity monitors stimulated a good deal of interest and two television companies interviewed the managing director at his stand.

Two other participants found that the principal value of the show to them was the opportunity it provided of assessing the potential for their products and of learning something of the special requirements of the market.

The International Electronics Conference and Exposition is held in Toronto biennially. This year's, and the previous one held in 1967, were sponsored by the Canadian Region of the American Institute of Electrical and Electronics Engineers which had formerly organized biennial displays of equipment and discussions on the latest electronic techniques.

Official statistics of attendance are so far not available, but about 11,000 scientists, engineers, technicians and defence personnel are believed to have attended, besides several hundred students and members of the general public.

Almost all the available display space in the Automotive Building where the Exposition was held had been taken by exhibitors, and the general standard of the displays was excellent. Other than the British joint venture display, which occupied an area of 2,300 square feet in a prominent position, there were no national stands. Over 200 exhibitors displayed a wide range of products of more than 500 manufacturers covering the whole field of electronic engineering.

United States manufacturers or their Canadian subsidiaries predominated, but several British products, including voltage calibrators, dosemeters, oscilloscopes and a wide range of tubes, were in evidence in some of the individual displays mounted independently by agents or by the Canadian subsidiaries of British manufacturers.

British exhibitors welcomed at Chicago Shoe Fair

By E. W. Langley, Commercial Officer, British Consulate-General, Chicago

THE NATIONAL Shoe Fair of America, considered by most to be the largest of its kind in the world, and held annually in Chicago, took place this year from October 5-8. The Board of Trade, in conjunction with the British Footwear Manufacturers' Federation, organized a joint venture in which the number of firms participating had increased to 21. Other British firms, joined by their American subsidiaries or distributors, took part independently. The exhibits were on view at three of the leading Chicago hotels, and the British firms were divided between the Palmer House and the Conrad-Hilton Hotel, displaying men's and women's footwear respectively.

The focal point of discussion was the American manufacturers' concern over the meteoric rise in imports, mainly from Italy and Spain, into this country. In 1960 shoe imports accounted for as little as 4.2 per cent of the United States supply, and by the end of this year it is expected to equal 35 per cent of domestic output. Despite this fact, the British exhibitors were enthusiastically welcomed as always.

The 13,000 American buyers and retailers who attended the Fair, were especially attracted to the British section, which featured for both men and women a fairly broad last with a rounded square toe, high tab and expensive, carefully chosen metal trims. The highly fashionable crush-patent leather, also known as the 'wet-look,' was very much in evidence. The traditional success of the high-quality English men's classic lines, was this year heightened by a wider selection of both casual and country footwear. Other British exhibits were riding and street boots, heavy-duty footwear and children's shoes. The British women's section featured mainly a style reminiscent of the Thirties, though the predominant colour this year was undoubtedly white.

The Fair is sponsored by four American footwear associations. This year, fortunately, it did not coincide with the World Series Baseball Finals, and therefore got off to a good start amid an enthusiastic business atmosphere. Attendance was less than in previous years, possibly because of the understandable dejection of the American industry.

The established British firms strengthened their existing connections and in several cases made new ones. Some of the newcomers, however, must have found the going difficult owing to the decreased attendance but all of them gained valuable experience of, and contacts in, the vast American shoe trade. A great deal of business was done by the British firms, and at the close of the Fair there was a unanimous feeling of success among the participants.

Other foreign exhibits included an elaborate display by 46 Spanish firms in joint venture, 27 from Italy, 10 from India, 6 from Canada, and a few from Japan, Finland, Germany, Belgium, Ireland, Brazil and Greece.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of October 1 issue.

British store promotions in Bordeaux

MR. CHRISTOPHER SOAMES, our Ambassador to France, accompanied by his wife, opened the current British store promotions in Bordeaux, from October 16 to 31, by touring the five stores in the Rue St. Catherine who were participating. It was not a 'British Week' in the usual sense but five simultaneous store promotions being held by the Bordeaux branches of Dames de France, Monoprix, Nouvelles Galeries, Prisunic and Thiery. The promotion resulted in additional exports worth £70,000 to British manufacturers.

The stores concerned which are grouped fairly closely in the Rue St. Catherine – the main shopping street in Bordeaux – were well decorated and British goods were prominently displayed. The Union Jacks hanging outside made a focal point in the long street and two sergeants from the Kent constabulary and two pipers from the 2nd. Battalion Scots Guards patrolling the shops helped to give a British atmosphere.

The Dames de France featured an English tea shop complete with waitresses dressed as Elizabethan serving wenches. An attractive display of British goods was staged in 12 of its windows and inside the store British goods were shown to advantage by being grouped by the escalators on each floor. They also had a boutique called 'Way In' which featured among other things Marks & Spencer's clothes, cosmetics made by Yardley and Mary Quant and printed tea towels and aprons. The store have reported that sales are good and that they will continue to stock British rainwear and knitwear.

Nouvelles Galeries decorated the corner facade of their store with a chiming model of Big Ben. Inside the store a girl from Coalport painting china flowers was a centre of interest as was the pub on the ground floor. The store produced an excellent overall display on all floors. The British goods on show included a big display of Marks & Spencer's clothing, quality glassware, chinaware and foodstuffs. Sales are reported to be good, particularly of reproduction furniture, men and women's knitwear and lingerie which they will continue to stock. As a result of this promotion Nouvelles Galaries are proposing to hold similar promotions in at least 26 of their stores in France during 1970.

A weaver from Stornoway weaving Harris tweed on a demonstration loom proved to be a great attraction to customers of Thiery, the prominent men's tailors and outfitters. Thiery were featuring a good display of quality British woven fabrics and also Tootal shirts and sweaters. The store regard this as a prestige operation with long-term benefits and are pleased that they sold eight top quality suits on the first Saturday of the promotion.

Monoprix who were featuring assorted foodstuffs such as biscuits and confectionery, clothing and chinaware, reported that they had already sold out of some clothing and some chinaware. The Prestige kitchen utensils were very popular and they will continue to stock them.

The Prisunic supermarket which had a selection of foodstuffs and confectionery reported that they had sold out of some items in the first few days and had managed to sell other lines which were not normally successful.

Among the supporting events during the period were an exhibition at the Chamber of Commerce about Regional Development in Britain, a football match between Bristol City and Les Girondins and a visit by three RN submarines.

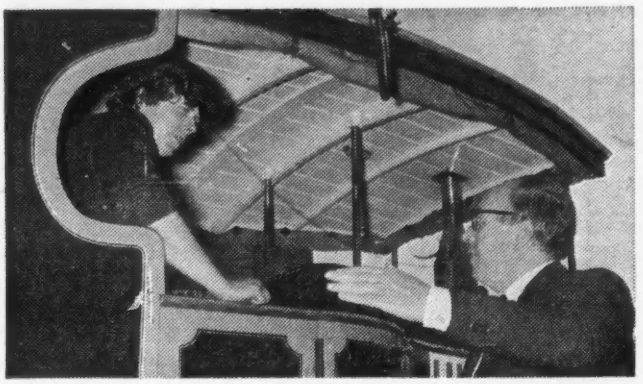
The French television, local radio and newspapers gave very good coverage to the event.

This new type of event of simultaneous store promotions proved successful in Bordeaux and could be repeated in other cities where large stores are concentrated in the same area.

Mr. Christopher Soames (right) HBM Ambassador in France, inspects British food products at one of the five Bordeaux stores participating in the British promotion.

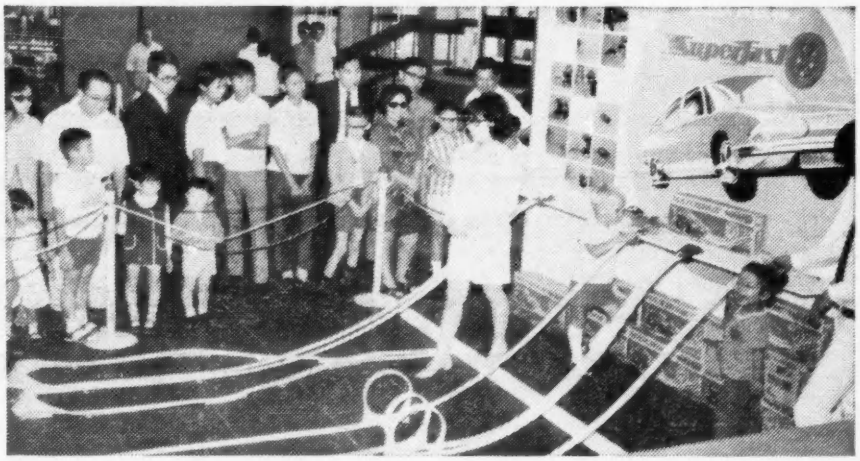
GKN Sankey Ltd., of Bilston, Staffs, who claim to be Britain's largest exporter of automatic vending machines to Europe, has recently sent an exhibition van on a two-week sales tour of Europe. The exhibition van containing a hot drinks machine, a cold drinks machine, a Sankey Sodashoppe and a snacks machine will visit Rouen, Paris, Lyon, Strasbourg, Zurich, Holland, Belgium and Southern Germany.

Thirty French building contractors and plant hire specialists visited a Coles private exhibition and demonstration on October 9, when they saw for the first time a variety of new truck and crawler-mounted cranes, including the new Coles Model 270. They are pictured here on their arrival at the Coles demonstration ground near London Airport, accompanied by members of the sales forces of Coles France SA, the French daughter company of the British Crane & Excavator Corporation Limited. The show had many overseas visitors, including parties from Scandinavia, Germany, Austria, Spain, Italy and Czechoslovakia, and was immediately preceded by a four-day sales conference for the Corporation's European distributors.



Left: The unusually large number of new and revised models at this year's Motor Show attracted an attendance figure estimated to be about 85,000 up on last year. Right: A colourful departure from Earls Court. Mr. Roy Jenkins, Chancellor of the Exchequer, wishes Michael List Brain good luck as he sets off from the Motor Show in 'Britannia', a 1926 Foden steam engine, on the first leg of a 23,000 mile world tour, during which he will travel through 20 countries at an average speed of 12 m.p.h. Not all the equipment in 'Britannia', however, dates from the mid-twenties; the electrical equipment is as up-to-date as that fitted to the 1970 cars displayed in the exhibition. Among export orders announced was one for 4,000 engines to be supplied by Reliant Motor Company for Turkey's first car, the Anadol saloon, also designed and developed by Reliant. Rover car exports, during their financial year, announced during the period of the Show, were the highest in the company's history.

A report on British firms' success at the Munich International Sewage Engineering Exhibition was published in last week's Journal. *Pictured here talking to Dr. Sale on the Mintech Water Research Laboratory stand is Frau Kaete Strobl, the German Minister of Health.*



The Ocean Terminal, Hong Kong, was the venue early in October for a highly successful 'Matchbox Week' staged by Lesney Products Limited in conjunction with the local agents Robertson, Wilson and Company Limited. Every day large crowds of enthusiastic Hong Kong youngsters gathered to watch displays of model cars being moved around miniature motorways by remote control. Lesney Products turn out 5.5 million model cars per week and export 80 per cent of them – to over 130 countries, mainly to the United States, Germany and Japan.

Stockholm store promotion offers opportunities for British food firms

METRO-BUTIKERNA AB, a privately owned food chain, will hold a British promotion from February 26 to March 4, 1970. The company has 64 supermarkets and self-service stores mainly located in the Stockholm area but including five in the Gothenburg district.

Direktor Lennart Senke (marketing) and Disponent Sven Svensson (chief buyer) plan to visit this country during the early part of November to meet potential suppliers. They would prefer, however, a prior opportunity to study offers from companies new to them for all kinds of packed or canned foods. They also have an interest in discussing the possibilities of developing sales of a wide range of fresh foods from Britain.

Interested manufacturers and producers should write to Direktor Senke at Metro-Butikerna AB, Strandbergsgatan 57,115 28 Stockholm, Sweden (Tel. 08/54 01 00).

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page viii of October 1 issue).*

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

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TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

Sierra Leone

THE BRITISH GOVERNMENT has agreed to make available up to £100,000 of additional capital aid for Sierra Leone in the current financial year. This will be effected by increasing the amount of the interest-free United Kingdom/Sierra Leone Loan 1968 from £560,000 up to £660,000 and will be used for the provision of British goods and services required for development purposes. Disbursements under the Loan must be completed by March 31, 1970. Inquiries should be addressed to the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1.

Rhodesia stock: reported issue

IT HAS BEEN reported that on October 21 the illegal regime in Rhodesia floated a further loan.

HM Treasury point out that the illegal regime is not capable of incurring legal obligations on behalf of the Government of Southern Rhodesia and that any person who lends money or otherwise gives credit to the illegal regime does so at his own risk.

Permission is not given for United Kingdom residents to subscribe to such loans.

Rumania and Benelux

A TRADE PROTOCOL for the exchange of goods in 1969 between Rumania and the Benelux Economic Union was signed in Bucharest on August 27.

Rumania is to export products of the machine building, iron and steel and light industries and imports will include machinery, iron and steel products, chemicals and non-ferrous metals. No further details are available at present.

Any inquiries regarding this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 288, 408, 423, 7156 and 7175).

Benelux and Czechoslovakia

TALKS BETWEEN a Benelux delegation and Czechoslovakia were held in Prague from June 16 to June 27 to fix the commodity lists for imports and exports between the countries in 1969. At the end of the discussions, a protocol was initialled allowing a 10 per cent increase in imports and exports.

Copies of the commodity lists (in Dutch) are now available from Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 and 7175).

Czechoslovakia and Pakistan

ACCORDING TO the Czechoslovak publication *CTK*, a trade agreement between Czechoslovakia and Pakistan was signed in Prague on September 1, 1969. The agreement provides for a 22 per cent increase in the exchange of goods between the two countries.

Czechoslovak exports to Pakistan will include machinery and equipment, chemicals and dyes in exchange for jute, cotton and various industrial and consumer goods. No further details are available at present.

Any inquiries regarding this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Soviet loan for Turkish steel plant

UNDER AN AGREEMENT signed in Ankara on October 10, 1969, the USSR is to lend Turkey $166 million for part of the construction costs of Turkey's third steel plant which is planned to be built at Iskenderun, on the Mediterranean coast. The total foreign exchange cost of the plant is estimated at $263 million. The difference of $97 million will be found from the balance of the $200 million Soviet credit offered in 1965 and formally accepted in March 1967 for assisting in the construction of five industrial installations in Turkey (an aluminium plant, an oil refinery, a sulphuric acid plant, a hardboard factory and the steel plant).

Terms of the loan are $120 million at 2.5 per cent interest and $46 million in accordance with a special clearing agreement between Russia and Turkey.

The steel plant, which is expected to be completed in 1975, will have an initial capacity of 1.2 million tons a year, with a designed expansion to 2 million tons.

Syria and Hungary

THE LEBANESE Press have reported the initialling of a three-year trade agreement between Syria and Hungary. This agreement replaces the one signed in 1966 and provides for an increase in trade between the two countries to a value of £ Syrian 40 million (about £4 million). The two sides have also initialled a payments agreement.

Under the trade agreement, Syria will export to Hungary agricultural and industrial products, e.g. cotton, tobacco, footwear, plywood, phosphates, crude oil and cotton piece-goods, in return for a variety of Hungarian goods including equipment for ports and and telecommunications, pharmaceutical products and building materials.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467 or 482).

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, *by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.*

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, *Ext.* 2438).

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 202/69

ALGERIAN STATE RAILWAYS:
*28s. (In French.) **Diesel Locomotives.** (Further Information.) E.S.B. 41935/69/J.

Bulletin 203/69

ALGERIAN STATE MILK BUYING AND DISTRIBUTING ORGANIZATION:
*1s. **Condensed, Evaporated and Powdered Milk.** November 10.)E.S.B. 42853/69/J.

ANGOLA

Bulletin 204/69

INSTITUTE OF FISHERIES INDUSTRIES:
*1s. (In Portuguese.) **Refrigeration Equipment.** November 18. E.S.B. 43201/69/J.

ARGENTINA

Bulletin 203/69

MINISTERIO DEL INTERIOR Y EDUCACION:
*43s. **Sterilization Equipment and Accessories.** November 18. E.S.B. 43052/69/J.
YACIMIENTOS MINEROS DE AGUA DE DIONISIO:
*57s. **Exploration and Exploitation of Mineral Deposits.** (Further Information.) E.S.B. 41573/69/J.

Bulletin 206/69

ASTILLCIOS Y FABRICAS NAVALES DEL ESTADO:
*Cargo Vessel Equipment. Closing date postponed to December 4. (Further Information.) E.S.B. 35635/69/J.

AUSTRALIA

Bulletin 202/69

SNOWY MOUNTAINS HYDRO-ELECTRIC AUTHORITY:
*Transmission Line. February 4, 1970. E.S.B. 42871/69/J.
HYDRO-ELECTRIC COMMISSION OF TASMANIA:
Switchgear. November 24. E.S.B. 42828/69/J.

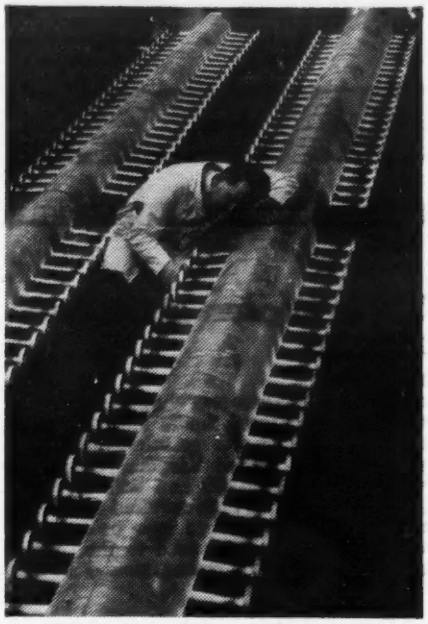
DEPARTMENT OF CIVIL AVIATION:
Monitoring Systems. November 11. E.S.B. 42841/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
Demand Recording Equipment. December 15. E.S.B. 42840/69/J.
COMMONWEALTH DEPARTMENT OF WORKS:
*84s. Construction of Building. November 11. (Prequalification.) E.S.B. 42877/69/J.
CSIRO:
*5s. Printing Digital Readout System. November 10. E.S.B. 42842/69/J.

Bulletin 203/69

HYDRO-ELECTRIC COMMISSION OF TASMANIA:
*5s. Hydraulic Press. November 10. E.S.B. 42852/69/J.
OVERSEAS TELECOMMUNICATIONS COMMISSION:
*32s. Electronic Equipment. November 17. E.S.B. 42872/69/J.
SCIENTIFIC AND INDUSTRIAL RESEARCH ORGANIZATION:
*9s. Computers. November 10. E.S.B. 42869/69/J.
HYDRO-ELECTRIC COMMISSION OF TASMANIA:
*32s. Switchgear. (Further Information.) E.S.B. 42828/69/J.
ELECTRICITY COMMISSION OF NEW SOUTH WALES:
*82s. Transformers. November 10. E.S.B. 42874/69/J.

Bulletin 204/69

MELBOURNE AND METROPOLITAN BOARD OF WORKS:
*31s. Tunnelling Machinery. (Further Information.) E.S.B. 41942/69/J.
HYDRO-ELECTRIC COMMISSION OF TASMANIA:
*6s. Shovel Loader. (Further Information.) E.S.B. 41967/69/J.
*15s. Oil Circuit Reclosers and Sectionalizers. November 17. E.S.B. 43289/69/J.



The two halves of a 60-ft. top distribution main header being fabricated in the Manipulation Department of TI Stainless Tubes Ltd., at Walsall, for Simon Carves Chemical Engineering Ltd., of Stockport. The 60-ft. header, part of a £34,000 contract placed with TI Stainless Tubes, is intended for a Caribbean fertilizer plant.

Bulletin 205/69

COMMISSIONER FOR RAILWAYS:
Construction of Railway. November 10. E.S.B. 43514/69/J.
DISTRICT CONTRACT BOARD:
Honing Machine. November 19. E.S.B. 43515/69/J.)

Bulletin 206/69

HYDRO-ELECTRIC COMMISSION OF TASMANIA:
Switchgear, Fusegear. November 10. E.S.B. 43583/69/J.

BERLIN

Bulletin 205/69

LANDESVERWALTUNGSAMT:
Furniture. Closing date mid-November. E.S.B. 43292/69/J.

BURMA

Bulletin 303/69

PAPER FACTORY AND CHEMICAL INDUSTRIES BOARD:
*14s. Ball and Roller Bearing. November 29. E.S.B. 42819/69/J.
MYANMA EXPORT IMPORT CORPORATION:
Pumps, AC Motor, Electric Hoists, Bearings. November 15. E.S.B. 42818/69/J.

Bulletin 203/69

10s. Tractor Spare Parts. December 15. E.S.B. 43031/69/J.
*14s. Steel Sheets. November 15. E.S.B. 43039/69/J.
*5s. Welding Plants; Gas Cutting Sets; Air Compressors; Gas Cylinders. December 18. E.S.B. 42036/69/J.
*10s. Washers; Flanges; Bungs. November 15. E.S.B. 43040/69/J.
*4s. Vehicles. December 18. E.S.B. 43027/69/J.
*4s. Concrete Mixers; Vibrators. December 22. E.S.B. 43028/69/J.
*10s. Pipes. November 12. E.S.B. 43035/69/J.
CHEMICAL INDUSTRY MANAGEMENT COMMITTEE:
*2s. Calcium Carbide. November 10. E.S.B. 43034/69/J.
PEOPLE'S OIL INDUSTRY:
*2s. Batteries. December 31. E.S.B. 43033/69/J.
*5s. Engine Spare Parts. November 15. E.S.B. 43029/69/J.
*3s. Diesel Engines. December 15. E.S.B. 43032/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time ti time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room 1124, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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Bulletin 207/69
UNION OF BURMA RAILWAY BOARD:
***Railway Truck Wheel Assembly.** December 29. **E.S.B. 44105/69/J.**

CAMEROON, REPUBLIC OF

Bulletin 203/69
TRANS-CAMEROONIAN RAILWAY:
***Permanent Way Feasibility Study.** Closing date postponed to November 10. (Further Information.) **E.S.B. 34089/69/J.**

CANADA

Bulletin 202/69
MANITOBA GOVERNMENT
***Structural Steel.** November 18. (Further Information.) **37280/69/J.**

CEYLON

Bulletin 204/69
CEYLON CEMENT CORPORATION:
Air Conditioning Units. November 30. **E.S.B. 43209/69/J.**
DEPARTMENT OF GOVERNMENT ELECTRICAL UNDERTAKINGS:
Air Conditioning Plants. November 11. **E.S.B. 43215/69/J.**
Passenger Lift. November 11. **E.S.B. 43207/69/J.**

Bulletin 205/69
STATE ENGINEERING CORPORATION OF CEYLON:
***6s. Exhaust Fans.** November 12. **E.S.B. 43205/69/J.**
***6s. Power Factor Correction Equipment.** November 12. **E.S.B. 43206/69/J.**
DRAINAGE AND LOCAL GOVERNMENT WORKS:
Water Supply Scheme. November 28. **E.S.B. 43203/69/J.**

CHILE

Bulletin 205/69
EMPRESA NACIONAL DE ELECTRICIDAD, SA:
***34s. Insulating-Oil Treatment Plant, Vacuum Drying Plant.** December 16. **E.S.B. 43501/69/J.**
DIRECCION DE APROVISIONAMIENTO DEL ESTADO:
***3s. (In Spanish.) Type-Casting and Folding Machines.** November 14. **E.S.B. 43298/69/J.**
***4s. (In Spanish.) Card Printing Clocks, Pencil Sharpeners.** November 11. **E.S.B. 43299/69/J.**

COLOMBIA

Bulletin 202/69
INSTITUTO COLOMBIANO DE ENERGIA ELECTRICA:
Construction of Power Line System. January 12, 1970. **E.S.B. 42862/69/J** and **42863/69/J.**

Bulletin 204/69
ASISTENCIA SOCIAL DE SANTANDER:
Serum Plant and Equipment. November 14. **E.S.B. 43078/69/J.**
INSTITUTO DE FOMENTO INDUSTRIAL:
Mining Equipment, Crushing and Grinding Plant, Earth Moving Machinery and Equipment. (Further Information.) **E.S.B. 36234/69/J.**

CYPRUS

Bulletin 206/69
ELECTRICITY AUTHORITY OF CYPRUS:
***39s. Creosoted Wood Poles.** November 24. **E.S.B. 43586/69/J.**
TENDER BOARD:
***5s. Radio Receiving Equipment.** December 6. **E.S.B. 43587/69/J.**

GERMANY, FEDERAL REPUBLIC OF

Bulletin 206/69
FEDERAL MILITARY PROCUREMENTS OFFICE:
***15s. Foodstuffs.** November 11. **E.S.B. 43544/69/J.**

GREECE

Bulletin 203/69
MINISTRY OF TRADE:
***6s. Tape Recorders; Radar Equipment; Parts; Measuring Instruments.** November 17. **E.S.B. 43006/69/J.**

INDIA

Bulletin 206/69
BHABHA ATOMIC RESEARCH CENTRE:
***5s. Lathe.** (Further Information.) **E.S.B. 42687/69/J.**
***67s. Calandria Support Rod Material.** November 12. **E.S.B. 42477/69/J.**
***2s. Liquid Nitrogen Plant.** November 21. **E.S.B. 43546/69/J.**
Radiation Shielding Glass Window. November 22. **E.S.B. 43293/69/J.**
BHARAT HEAVY PLATE AND VESSELS LTD.:
***4s. Torque Spanners.** November 10. **E.S.B. 43550/69/J.**
HEAVY ELECTRICALS (INDIA) LTD.:
***2s. Fibre Glass Cloth.** November 12. **E.S.B. 43549/69/J.**

IRAQ

Bulletin 202/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
***52s. Water Supply Scheme.** (Further Information.) **E.S.B. 40500/69/J.**
NATIONAL ELECTRICITY ADMINISTRATION:
Steel Joists. November 25. **E.S.B. 42697/69/J.**
MINISTRY OF DEFENCE:
***2s. Mobile Cinema Vehicle.** December 10. **E.S.B. 42807/69/J.**
***2s. Towels.** December 3. **E.S.B. 42667/69/J.**
MINISTRY OF OIL:
***3s. Tetraethyl Lead.** November 11. **E.S.B. 42665/69/J.**
***16s. Laboratory Equipment, Chemicals, Reagents.** November 18. **E.S.F. 42664/69/J.**
STATE ORGANIZATION OF INDUSTRY:
***4s. Sodium Tripoly Phosphate.** (Further Information.) **E.S.B. 42683/69/J.**
***6s. Packing Containers.** (Further Information.) **E.S.B. 41532/69/J.**
MINISTRY OF ECONOMICS:
***2s. Contractors' Plant.** Closing date not stated. **E.S.B. 42806/69/J.**

Bulletin 204/69
IRAQI DATES ORGANIZATION:
***Construction of Date Pooling Centres.** (Further Information.) **E.S.B. 41520/69/J.**
MINISTRY OF OIL AND MINERALS:
Sulphur Processing Plant. November 29. **E.S.B. 43281/69/J.**

Bulletin 205/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Construction of Water Supply Scheme. February 21, 1970. **E.S.B. 43285/69/J.**

IRISH REPUBLIC

Bulletin 203/69
CLARE COUNTY COUNCIL:
Construction of Hospital Buildings. November 21. **E.S.B. 43001/69/J.**

Bulletin 206/69
UNIVERSITY COLLEGE, GALWAY:
Mechanical Services Installation. November 28. **E.S.B. 43548/69/J.**
Installation of Electrical Services for New Buildings. November 28. **E.S.B. 43547/69/J.**
Construction of University Buildings. November 28. **E.S.B. 43545/69/J.**

ITALY

Bulletin 203/69
MINISTERIO DELEA DIFESA:
Cable Laying. December 22. **XP 947/69/J.**

Bulletin 205/69
NATO:
Shipborne Computer System. December 8. **E.S.B. 43241/69/J.**

JORDAN

Bulletin 204/69
JORDAN PETROLEUM REFINERY CO. LTD.
***1s. Methanol.** November 15. **E.S.B. 43021/69/J.**

Bulletin 206/69
***2s. Hydrochloric Acid.** November 22. **E.S.B. 43296/69/J.**
MINISTRY OF PUBLIC WORKS:
***1s. Loader.** November 10. **E.S.B. 43594/69/J.**
NATURAL RESOURCES AUTHORITY:
***5s. Laboratory Supplies.** November 10. **E.S.B. 43595/69/J.**

KENYA

Bulletin 205/69
EAST AFRICAN POSTS AND TELECOMMUNICATIONS:
Telephone Cable. (Advance Information.) **E.S.B. 43530/69/J.**

KUWAIT

Bulletin 205/69
CENTRAL TENDERS COMMITTEE:
***59s. Cables and Accessories.** December 16. **E.S.B. 43531/69/J.**

Bulletin 206/69
KUWAIT NATIONAL PETROLEUM CO.:
***6s. Metal Bars and Bushes.** November 10. **E.S.B. 43532/69/J.**
***3s. Working Cotton Gloves.** November 10. **E.S.B. 43533/69/J.**

LEBANON

Bulletin 205/69
UN RELIEF AND WORKS AGENCY FOR PALESTINE REFUGEES:
***15s. Laboratory Equipment and Supplies.** November 29. **E.S.B. 43229/69/J.**

LIBERIA

Bulletin 203/69
PUBLIC UTILITIES AUTHORITY:
Pipes and Fittings. November 10. **E.S.B. 43003/69/J.**
Liquid Chlorine. November 12. **E.S.B. 43005/69/J.**
Transformers. November 11. **E.S.B. 43007/69/J.**

MALTA

Bulletin 204/69
TREASURY:
***Vitamins.** November 13. **E.S.B. 43250/69/J.**
***Baths and Fittings.** November 13. **E.S.B. 43253/69/J.**
***Food Mixers.** November 20. **E.S.B. 43254/69/J.**
***Steel Wire Mesh.** November 13. **E.S.B. 43252/69/J.**
***Spirituous Preparations.** November 13. **E.S.B. 43251/69/J.**

Bulletin 205/69
***Cookers.** November 20. **E.S.B. 43290/69/J.**

MEXICO

Bulletin 203/69
COMISION FEDERAL DE ELECTRICIDAD:
***13s. (In Spanish.) Watthour Meters and Accessories.** November 14. **E.S.B. 43072/69/J.**
***38s. Capacitors, Control Equipment.** November 10. **E.S.B. 43071/69/J.**

MOROCCO

Bulletin 204/69
OFFICE NATIONAL DE l'ELECTRICITE:
***30s. (In French.) Construction of Hertzian Network.** November 22. **E.S.B. 43020/69/J.**

NEW ZEALAND

Bulletin 202/69
TENDERS COMMITTEE:
***79s. Transmission Line Towers.** December 2. **E.S.B. 42813/69/J.**

Bulletin 203/69
POST OFFICE HEADQUARTERS:
***4s. Erasing Machines.** November 14. **E.S.B. 42814/69/J.**
***4s. Paper.** November 18. **E.S.B. 42816/69/J.**
NEW ZEALAND RAILWAYS:
***4s. Wire.** November 19. **E.S.B. 42844/69/J.**
NEW ZEALAND FOREST SERVICE:
***3s. Temperature Recorders.** November 18. **E.S.B. 42843/69/J.**

Bulletin 204/69
POST OFFICE HEADQUARTERS
***4s. Valves, Resistors, Transistors, Rectifiers.** November 19. **E.S.B. 43202/69/J.**

Bulletin 205/69
ELECTRIC POWER BOARD:
***9s. Switchboards.** November 28. **E.S.B. 43228/69/J.**
***8s. Circuit Breakers.** November 28. **E.S.B. 43227/69/J.**

(Continued on next page)

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HMSO

OPPORTUNITIES FOR EXPORTERS, *continued*

NICARAGUA

Bulletin 206/69

EMPRESA NACIONAL DE LUZ Y FUERZA:
Construction of Power Line and Sub-station. Closing date not stated. (Advance Information.) E.S.B. 43593/69/J.

PAKISTAN

Bulletin 204/69

PAKISTAN WESTERN RAILWAY:
*4s. **Oil Stand.** (Further Information.) E.S.B. 42801/69/J.

Bulletin 205/69

*8s. **Brass Bars, Plate and Sheet.** November 11. E.S.B. 43233/69/J.
*8s. **Brass Bars.** November 10. E.S.B. 43235/69/J.
SUI NORTHERN GAS PIPELINES LTD.:
*35s. **Gas Turbines, Compressors and Accessories.** November 24. E.S.B. 43226/69/J.

Bulletin 206/69

KARACHI PORT TRUST:
*Electrical and Allied Work. December 18. E.S.B. 43592/69/J.

PAPUA AND NEW GUINEA

Bulletin 204/69

SUPPLY AND TENDERS BOARD:
*9s. **Radio Equipment.** December 2. E.S.B. 43018/69/J.
*10s. **Printing Machinery.** November 18. E.S.B. 43019/69/J.

SAUDI ARABIA

Bulletin 202/69

MINISTRY OF COMMUNICATIONS:
Construction of Telecommunications Stations. Closing date postponed to November 26. (Further Information.) E.S.B. 38929/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 204/69

SINGAPORE TELEPHONE BOARD:
*13s. **Cable.** November 28. E.S.B. 43087/69/J.
*10s. **Telephone Cables.** November 28. E.S.B. 43088/69/J.
ENGINEERING INDUSTRIES DEVELOPMENT AGENCY:
*3s. **Metal Ingots, Flukes, Degreasing and Refining Agents, Deoxidizing Compound.** (Further Information.) E.S.B. 42619/69/J.
PUBLIC WORKS DEPARTMENT:
Laying of Main Sewers. November 11. E.S.B. 43084/69/J.
SINGAPORE TELEPHONE BOARD:
*10s. **Cable.** November 28. E.S.B. 43089/69/J.
*10s. **Telephone Cable.** November 28. E.S.B. 43098/69/J
PUBLIC UTILITIES BOARD:
*29s. **Sluice Valves.** November 10. E.S.B. 43085/69/J.
Steel Pipes. November 17. E.S.B. 43268/69/J.

Bulletin 206/69

Switchgear; Cables, November 11. E.S.B. 43523/69/J.

SOUTH AFRICA

Bulletin 203/69

SOUTH AFRICA IRON AND STEEL INDUSTRIAL CORPORATION LTD.:
***Boiler Plant Extension.** January 5, 1970. E.S.B. 43114/69/J.

Bulletin 204/69

CAPE PROVINCIAL ADMINISTRATION:
Construction of Bridges. November 28. E.S.B. 43025/69/J.
STATE TENDER BOARD:
*10s. **Centrifugal Pumps.** November 13. E.S.B. 43214/69/J.
TRANSVALL PROVINCIAL TENDER BOARD:
*73s. **Injections.** November 14. E.S.B. 43246/69/J.

Bulletin 206/69

SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CORPORATION:
***Blast Furnace and Ancillary Equipment.** March 9, 1970. E.S.B. 43525/69/J.

SUDAN

Bulletin 204/69

DEPARTMENT OF POSTS AND TELEGRAPHS:
*18s. **Underground Cables, Suspension Clamps.** November 24. E.S.B. 43080/69/J.
*6s. **Telephone Cable.** November 27. E.S.B. 43079/69/J.
*7s. **Radio Receivers.** November 26. E.S.B. 43061/69/J.
MINISTRY OF AGRICULTURE AND FORESTS:
*6s. **Steel Clamps.** November 22. E.S.B. 43068/69/J.
SUDAN RAILWAYS:
*3s. **Baking Oven.** November 22. E.S.B. 43067/69/J.
CENTRAL ELECTRICITY AND WATER CORPORATION:
*4s. **Isolators and Fuse Cutouts.** November 16. E.S.B. 43090/69/J.
Fire Fighting and Alarm Installation. Closing date not stated. E.S.B. 43069/69/J.
Surge Diverters. November 15. E.S.B. 43070/69/J.
DEPARTMENT OF STORES AND EQUIPMENT:
*7s. **Textiles.** November 11. E.S.B. 43063/69/J.
DEPARTMENT OF POSTS AND TELEGRAPHS:
*7s. **Teleprinter Paper.** November 17. E.S.B. 43091/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 204/69

NORTHERN ZONE ELECTRICITY DIRECTORATE:
Pincers for Posts and Ladders. November 17. E.S.B. 43083/69/J.
MUNICIPALITY OF TARTOUS:
Construction of a Hotel. Closing date postponed to December 30. (Further Information.) E.S.B. 41055/69/J.
DIRECTORATE-GENERAL OF POSTS AND TELECOMMUNICATIONS:
Materials for Overhead Telephone Lines. November 22. E.S.B. 43082/69/J.
GENERAL ORGANIZATION FOR THE EXECUTION OF MAJOR PROJECTS:
Welding Units; Bridge Crane; X-ray Welding Control Unit. November 27. E.S.B. 43081/69/J.
GENERAL PETROLEUM ORGANIZATION:
Chemicals. November 15. E.S.B. 43092/69/J.
NORTHERN ZONE ELECTRICITY DIRECTORATE:
Turbine Control Instruments. November 20. E.S.B. 43093/69/J.
Terminal Boxes. November 9. E.S.B. 43095/69/J.

TAIWAN

Bulletin 203/69

CENTRAL TRUST OF CHINA
*3s. **Chemicals.** December 1. E.S.B. 42881/69/J.
*38s. **Telephone Circuit Equipment.** December 4. E.S.B. 42879/69/J.
*1s. **Roller Bearing Rock Bits.** November 11. E.S.B. 42885/69/J.
*5s. **Steel Sheet Piling and Accessories.** December 1. E.S.B. 42882/69/J.
*3s. **Condenser Tubes and Tools.** November 11. E.S.B. 42892/69/J.
*2s. **Paper.** December 2. E.S.B. 42868/69/J.
*7s. **Fork Lift Trucks.** December 4. E.S.B. 42880/69/J.
*10s. **Steel Products.** December 1. E.S.B. 42883/69/J.
*3s. **Yeast Culture Apparatus.** December 4. E.S.B. 42867/69/J.
*4s. **Steel Bars.** December 4. E.S.B. 42878/69/J.
*2s. **Coal Picks.** November 10. E.S.B. 42891/69/J.
*4s. **Hospital and Surgical Equipment.** November 14. E.S.B. 42886/69/J.
*6s. **Ammeters.** November 11. E.S.B. 42884/69/J.
*3s. **Herbicides.** December 1. E.S.B. 42889/69/J.
*8s. **Voltage Regulating Relays.** November 8. E.S.B. 42890/69/J.

Bulletin 204/69

*2s. **Ferrosilicon.** December 10. E.S.B. 43262/69/J.
*3s. **Cation Exchange Resins.** December 8. E.S.B. 43255/69/J.
*15s. **Marine Engines and Equipment.** December 8. E.S.B. 43100/69/J.
*3s. **Spray Unit.** November 14. E.S.B. 43265/69/J.
*2s. **Steam Pressure Indicating Recorder.** November 14. E.S.B. 43266/69/J.
*3s. **Riveting Hammers.** November 10. E.S.B. 43099/69/J.
*4s. **Gasoline Engine.** November 19. E.S.B. 43258/69/J.
*3s. **Pressure Gauges.** November 14. E.S.B. 43259/69/J.
*3s. **Pipes and Pipe Fittings.** November 17. E.S.B. 43263/69/J.
*3s. **Bolts and Nuts, Washers.** November 11. E.S.B. 43264/69/J.

Bulletin 205/69

*2s. **Communications Equipment.** December 10. E.S.B. 43256/69/J.
*3s. **Drilling Equipment.** November 18. E.S.B. 43257/69/J.
*2s. **Stone Crusher Spare Parts.** November 20. E.S.B. 43613/69/J.

TANZANIA

Bulletin 203/69

SECRETARY, CENTRAL TENDER BOARD:
*2s. **Radio Receivers.** November 20. E.S.B. 43116/69/J.

THAILAND

Bulletin 205/69

ROYAL IRRIGATION DEPARTMENT:
High Pressure Slide Gates. December 9. E.S.B. 43273/69/J.

TUNISIA

Bulletin 203/69

SOCIETE NATIONALE d'EXPLOITATION:
*2s. **Water Supply Scheme, Construction Works.** Closing date postponed to January 30, 1970. (Further Information.) E.S.B. 41063/69/J.

TURKEY

Bulletin 202/69

TEKEL GENEL MUDURLUGU:
***Cellulose Wrapping.** November 17 and 19. E.S.B. 42838/69/J.

Bulletin 203/69

TURKIYE SELULOZ VEKAGIT FABRIKALARI:
*4s. (In Turkish.) **Sulphite Pulp.** December 10. E.S.B. 42888/69/J.

Bulletin 204/69

MINISTRY OF FORESTRY:
*16s. **Fork Lift Trucks.** December 16. E.S.B. 43398/69/J.
PTT GENEL MUDURLUGU:
***Telephones.** December 8. E.S.B. 43096/69/J.
NAVAL FORCES COMMAND:
*16s. **Fire Pumps.** December 1. E.S.B. 43024/69/J.
*40s. **Paint Raw Materials.** November 27. E.S.B. 43097/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 202/69

EGYPTIAN RAILWAYS:
*2s. **Tool Steel.** December 16. E.S.B. 42812/69/J.

UNITED STATES OF AMERICA

Bulletin 202/69

UNITED STATES DEPARTMENT OF THE INTERIOR:
*109s. **Shunt Reactors.** November 13. E.S.B. 42837/69/J.
*4s. **Civil Engineering and Water Works.** November 13. E.S.B. 42811/69/J.

Bulletin 206/69

OMAHA DISTRICT CORPS OF ENGINEERS:
Control Equipment. November 18. E.S.B. 43522/69/J.

URUGUAY

Bulletin 204/69

ADMINISTRACION DE LA OBRAS SANITARIAS DEL ESTADO:
*Water Supply Scheme. November 14. E.S.B. 43048/69/J.
LA ADMINISTRACION GENERAL DE LAS USINAS ELECTRICAS:
*15s. (In Spanish.) **Tin Ingots.** 1st call December 10; 2nd call December 17. E.S.B. 43059/69/J.
MINISTRY OF PUBLIC HEALTH:
*1s. (In Spanish.) **Manometers.** November 11. E.S.B. 43064/69/J.
ANCAP:
*9s. (In Spanish.) **Bottle Washing Machine.** November 27. E.S.B. 43065/69/J.
ADMINISTRACION DE LA OBRAS SANITARIAS DEL ESTADO:
*Water Supply Scheme. November 19. E.S.B. 43049/69/J.
***Drive Pipes and Accessories.** November 18. E.S.B. 43050/69/J.
UTE (STATE TELEPHONES AND ELECTRICITY BOARD):
*15s. (In Spanish.) **Condenser Tubes.** 1st call November 19; 2nd call November 26. E.S.B. 43058/69/J.
*15s. (In Spanish.) **Printing Machine.** 1st call December 5; 2nd call December 12. E.S.B. 43057/69/J.
*16s. (In Spanish.) **Radio-Telephone Equipment.** 1st call November 20, 2nd call November 27. E.S.B. 43056/69/J.

VENEZUELA

Bulletin 202/69

CORPORACION VENEZOLANA DEL PETROLES:
*1s. (In Spanish.) **Seismographic Surveys.** Closing date not stated. E.S.B. 42836/69/J.

VIETNAM

Bulletin 205/69

CENTRAL LOGISTICS AGENCY:
*5s. **Refrigerators; Shelving.** November 14. E.S.B. 43279/69/J.
INDUSTRIAL DEVELOPMENT CENTER:
*13s. **Steel Bar and Wire Making Machinery.** November 29. E.S.B. 43518/69/J.
*11s. **Textile Machinery.** November 29. E.S.B. 43520/69/J.
*14s. **Printing Machinery.** November 15. E.S.B. 43521/69/J.
CENTRAL LOGISTICS AGENCY:
*8s. **Laboratory Equipment, Chemicals.** November 14. E.S.B. 43519/69/J.
*5s. **Cloth.** November 14. E.S.B. 43516/69/J.
*5s. **Asphalt Cement.** November 14. E.S.B. 43280/69/J.

Bulletin 206/69

INDUSTRIAL DEVELOPMENT CENTER:
*12s. **Animal Feed Mill Plant.** November 29. E.S.B. 43524/69/J.

Bulletin 206/69

*11s. **Animal Feed Mill Plant.** November 29. E.S.B. 43517/69/J.

YUGOSLAVIA

Bulletin 203/69

METALKA, LJUBJANA:
*1s. (Press notice.) **Arc Furnace and Equipment.** December 23. E.S.B. 42900/69/J.
GORENJSKA PREDILNICA SKOFJA LOKA:
*1s. (Press notice.) **Winding Machines.** December 25. E.S.B. 43042/69/J.
COBEX-POSLOVNO UDRUZENJE PREHRAMBENE:
*2s. (Press cutting.) **Cocoa Production Plant, Equipment and Machinery.** December 23. E.S.B. 43044/69/J.
MASINO IMPEX, PODUZECE ZA IZVOZ:
*1s. (Press cutting.) **Workshop Equipment.** December 23. E.S.B. 43046/69/J.
KOVINOTEHNA UVOZ-IZVOZ CELJE:
*1s. **Workshop Equipment.** December 23. E.S.B. 43043/69/J.
TEKIG-INVEST:
*1s. **Printing Machines, Washing Machines.** December 23. E.S.B. 43041/69/J.
METALKA:
*1s. **Concrete Moulding Equipment.** December 25. E.S.B. 42898/69/J.
*1s. **Ski and Chair Lifts.** December 23. E.S.B. 43047/69/J.
*1s. **Food Machinery.** December 23. E.S.B. 42899/69/J.
KONTAKT TVORNICA ELEKTRICNIH KUCANSKIH APARATA:
*3s. **Workshop Machinery.** December 25. E.S.B. 43045/69/J.

ZAMBIA

Bulletin 202/69

CENTRAL SUPPLY AND TENDER BOARD:
Furniture. November 14. E.S.B. 42821/69/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies—see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

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ALGERIA

Bulletin 204/69
Inquiry for newsprint. E.S.B. 43458/69/J.

ARGENTINA

Bulletin 206/69
Inquiry for alcoholic beverages; biscuits; confectionery. E.S.B. 43391/69/J.

AUSTRALIA

Bulletin 205/69
Agency inquiry for laboratory equipment. E.S.B. 43197/69/J.
Inquiry for wrapping paper; ribbon. E.S.B. 43360/69/J.
Inquiry for steel saw plates. E.S.B. 43421/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 202/69
7s. Inquiry for portable brinell hardness tester. E.S.B. A/70/69/J.
8s. Inquiry for batteries. E.S.B. A/71/69/J.

Bulletin 204/69
Inquiry for antenna feeds; cables and fittings. E.S.B. M/52/69/J.
Inquiry for hoses. E.S.B. M/53/69/J.
8s. Inquiry for primary batteries. E.S.B. S/109/69/J.

Bulletin 205/69
2s. Inquiry for butt splicing machine. E.S.B. M/54/69/J.

Bulletin 206/69
Inquiry for spring coiling machines. E.S.B. S/110/69/J.

AUSTRIA

Bulletin 202/69
Agency inquiry for dresses. E.S.B. 42305/69/J.

Bulletin 203/69
Inquiry for confectionery. E.S.B. 17211/69/J.
Inquiry for felt. E.S.B. 43312/69/J.
Inquiry for underwear. E.S.B. 42771/69/J.

Bulletin 204/69
Agency inquiry for twist drills. E.S.B. 42109/69/J.

Bulletin 205/69
Agency inquiry for water storage heaters. E.S.B. 28329/69/J.

Bulletin 206/69
Agency inquiry for automotive spares; ball bearings; construction equipment spares. E.S.B. 43305/69/J.

BAHAMAS

Bulletin 202/69
Inquiry for text books. E.S.B. 16903/69/J.

BARBADOS

Bulletin 205/69
Inquiry for handling equipment. E.S.B. 41200/69/J.
Manufacture under licence – beauty preparations. E.S.B. 28762/69/J.

BERLIN

Bulletin 203/69
Inquiry for glass working machinery; pottery making equipment. E.S.B. 43178/69/J.
Inquiry for annealing lehr; glass shells; guar gum; vacuum flask production plant. E.S.B. 43187/69/J.
Inquiry for glass working machinery. E.S.B. 36344/69/J.

Bulletin 205/69
Inquiry for antique and reproduction furniture. E.S.B. 43497/69/J.
Inquiry for bottle closures. E.S.B. 43419/69/J.

Bulletin 206/69
Inquiry for polyethylene foil. E.S.B. 43945/69/J.

BOLIVIA

Bulletin 204/69
Agency inquiry for hammers; pickaxes; spades; wheelbarrows. E.S.B. 37031/69/J.

BRAZIL

Bulletin 206/69
*21s. Inquiry for hospital equipment. E.S.B. 37050/69/J.

BULGARIA

Bulletin 204/69
Inquiry for maritime equipment. E.S.B. 42742/69/J.

CANADA

Bulletin 202/69
Inquiry for horse trailer/vans. E.S.B. 42056/69/J.

Bulletin 203/69
Inquiry for builders and marine hardware; conveyor belting and fasteners; ferro and non-ferrous alloys; hand tools; iron and steel; oil well casings; paper machinery; pipes and fittings; saw milling and woodworking machinery. E.S.B. 42017/69/J.
Inquiry for iron castings. E.S.B. 43111/69/J.
Inquiry for fasteners; fittings; hand tools; rubber goods; valves. E.S.B. 41866/69/J.

Bulletin 205/69
Agency inquiry for industrial safety equipment; jacks. E.S.B. 7276/69/J.
*8s. Inquiry for solid state component and semiconductor manufacturing machinery. E.S.B. 39819/69/J.

CANARY ISLANDS

Bulletin 203/69
Agency inquiry for vinyl wallcoverings. E.S.B. 41409/69/J.
Inquiry for Christmas trees; electrical domestic equipment; haberdashery; kitchen utensils; paper; starch; toiletries. E.S.B. 42958/69/J.

Bulletin 204/69
Inquiry for women's clothing. E.S.B. 42776/69/J.

CAYMAN ISLANDS

Bulletin 204/69
Inquiry for clothing; toys. E.S.B. 43408/69/J.

CEYLON

Bulletin 202/69
Inquiry for precision lathe and equipment. E.S.B. 42034/69/J.

CHILE

Bulletin 206/69
Inquiry for kraft cellulose factory equipment. E.S.B. 40167/69/J.

DENMARK

Bulletin 203/69
Inquiry for wax paper. E.S.B. 43162/69/J.

Bulletin 204/69
Agency inquiry for cargo containers; disposable catering equipment; glassware. E.S.B. 25199/69/J.
Inquiry for pencil lamps. E.S.B. 43608/69/J.

EL SALVADOR

Bulletin 202/69
Inquiry for bakery machinery. E.S.B. 42066/69/J.
Exchange Control. E.S.B. 1209/G/J.

Bulletin 204/69
Inquiry for jute and nylon thread. E.S.B. 43363/69/J.

Bulletin 206/69
Inquiry for battery cases and separators; salt blocks. E.S.B. 38543/69/J.

ETHIOPIA

Bulletin 205/69
Inquiry for office equipment; printing paper; printing machinery; stationery. E.S.B. 43106/69/J.

FIJI

Bulletin 205/69
Agency inquiry for sanitaryware. E.S.B. 7265/69/J.

FINLAND

Bulletin 202/69
Agency inquiry for bicycle and moped parts; semi-manufactures for perambulators. E.S.B. 22879/68/J.

Bulletin 204/69
Inquiry for hosiery; non-woven textile products; underwear. E.S.B. 27645/69/J.

FRANCE

Bulletin 202/69
Inquiry for compressors; evaporators; motors. E.S.B. 42362/69/J.

Bulletin 204/69
Inquiry for fishing tackle; gift articles; reproduction furniture. E.S.B. 42780/69/J.

(Continued on next page)

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AGENCY INQUIRIES, *continued*

GERMANY, FEDERAL REPUBLIC OF

Bulletin 202/69
Agency inquiry for confectionery; spirits. E.S.B. 42373/69/J.
Inquiry for goat suede; leather skins. E.S.B. 42545/69/J.
Agency inquiry for machine tools. E.S.B. 42390/69/J.
Agency inquiry for lingerie; nightwear. E.S.B. 35270/69/J.
Agency inquiry for iron castings. E.S.B. 42533/69/J.
Agency inquiry for adhesive tape dispensers; branding and printing machines; labelling machines; nail pistols; pens; perlon tape; stapling machines. E.S.B. 42130/69/J.

Bulletin 203/69
Inquiry for Axminster bed surrounds; long pile carpets. E.S.B. 42784/69/J.
Inquiry for brass strip; nickel manganese wire/rods and strip; quartz; scheelite. E.S.B. 41786/69/J.
Inquiry for castors. E.S.B. 42720/69/J.
Inquiry for yarns. E.S.B. 42988/69/J.
Agency inquiry for household equipment; kitchen equipment; novelties. E.S.B. 28687/69/J.

Bulletin 204/69
Inquiry for clothing. E.S.B. 43147/69/J.
Agency inquiry for aluminium sheeting. E.S.B. 43177/69/J.
Inquiry for pumping sets. E.S.B. 43108/69/J.
Inquiry for building materials; lighting equipment; sanitaryware. E.S.B. 43188/69/J.
Agency inquiry for cloth; lace and lace fabrics. E.S.B. 43191/69/J.
Agency inquiry for women's outerwear. E.S.B. 43320/69/J.
*Agency inquiry for oceanology and shipbuilding instruments and equipment. E.S.B. 43149/69/J.
Suspension of Border Tax Modifications. E.S.B. 1209/G/J.
Agency inquiry for cosmetic products; novelties; perfumes; toilet articles. E.S.B. 42919/69/J.
Inquiry for sports equipment; sportswear. E.S.B. 43375/69/J.

Bulletin 205/69
4s. Inquiry for steel screws. E.S.B. 36990/69/J.

Bulletin 206/69
Inquiry for foil slitting machine. E.S.B. 33995/69/J.
Agency inquiry for baby goods; camping articles; children's furniture; tiles; toys. E.S.B. 42052/69/J.
Agency inquiry for woven and knitted outerwear. E.S.B. 43338/69/J.
Agency inquiry for conveyor systems; fork-lift trucks. E.S.B. 43104/69/J.
Inquiry for rubber. E.S.B. 43678/69/J.
Inquiry for do-it-yourself articles; hand tools; hardware. E.S.B. 43385/69/J.

GRENADA

Bulletin 204/69
Inquiry for laundry equipment. E.S.B. 43332/69/J.

GUATEMALA

Bulletin 203/69
Inquiry for earthenware. E.S.B. 43157/69/J.

GUYANA

Bulletin 206/69
Inquiry for equipment and materials for manufacture of fencing, plastic pipes and fittings and metal windows. E.S.B. 5990/69/J.

ICELAND

Bulletin 202/69
Inquiry for cellulose film bags. E.S.B. 36569/69/J.

Bulletin 204/69
*Inquiry for plastic caps. E.S.B. 43323/69/J.

INDIA

Bulletin 202/69
Inquiry for spring steel strips. E.S.B. 42706/69/J.
Inquiry for milling machine. E.S.B. 42516/69/J.

Bulletin 204/69
Inquiry for carbon steel strips. E.S.B. 43380/69/J.
Inquiry for chemicals. E.S.B. 38802/69/J.
Inquiry for cellulose nitrate sheets and blanks. E.S.B. 43393/69/J.
*23s. Inquiry for transformer manufacturing components and raw materials. E.S.B. 43436/69/J.

Bulletin 206/69
Inquiry for steel strips. E.S.B. 43464/69/J.

IRAQ

Bulletin 203/69
1s. Inquiry for trunk locks. E.S.B. 36044/69/J.

Bulletin 204/69
Agency inquiry for circuit breakers. E.S.B. 42797/69/J.
Agency inquiry for agricultural equipment; irrigation equipment. E.S.B. 42961/69/J.

Bulletin 205/69
Inquiry for shoe polish raw materials; tins. E.S.B. 43468/69/J.
Inquiry for diesel engines; electric motors. E.S.B. 43484/69/J.
Agency inquiry for fabrics. E.S.B. 43499/69/J and 43704/69/J.

IRISH REPUBLIC

Bulletin 205/69
Inquiry for hardboard. E.S.B. 42375/69/J.

ISRAEL

Bulletin 202/69
Agency inquiry for canned fruits and vegetables. E.S.B. 41805/69/J.
Agency inquiry for wool. E.S.B. 6961/69/J.

Bulletin 203/69
Agency inquiry for hydraulic motors; machine tools. E.S.B. 42303/69/J.

Bulletin 205/69
Agency inquiry for electrolytic capacitors; resistors; signal generators. E.S.B. 9951/69/J.
Agency inquiry for metal working machines. E.S.B. 43394/69/J.
Agency inquiry for electrical domestic equipment. E.S.B. 43400/69/J.

Bulletin 206/69
Agency inquiry for boilers; camping equipment; heaters; picnic baskets; vacuum flasks. E.S.B. 42739/69/J.
Agency inquiry for food raw materials; confectionery and chocolate manufacturing machinery. E.S.B. 43367/69/J.
Agency inquiry for automotive components and accessories. E.S.B. 43399/69/J.

ITALY

Bulletin 202/69
Inquiry for rag books. E.S.B. 42904/69/J.
1s. Inquiry for chemicals. E.S.B. 42957/69/J.

Bulletin 203/69
Inquiry for cotton thread; dyes. E.S.B. 42770/69/J.
Agency inquiry for furnishing fabrics; wool tweeds. E.S.B. 42959/69/J.
Agency inquiry for advertising articles; novelty gifts. E.S.B. 42798/69/J.
Inquiry for knitwear; shirts; shoes; ties. E.S.B. 42910/69/J.

Bulletin 204/69
Inquiry for pharmaceuticals. E.S.B. 39842/69/J.
Agency inquiry for agricultural equipment. E.S.B. 43155/69/J.
Agency inquiry for chemicals; pigments; resins. E.S.B. 43174/69/J.
Manufacture under licence – corrosion-proof sheathing; insulation panels. E.S.B. 42905/69/J.
Inquiry for hospital equipment. E.S.B. 43301/69/J.

Bulletin 205/69
Agency inquiry for steel bars. E.S.B. 43103/69/J.
Agency inquiry for chemical plant machinery. E.S.B. 43105/69/J.
Agency inquiry for electric portable grills. E.S.B. 43377/69/J.

IVORY COAST

Bulletin 206/69
Inquiry for hotel equipment. E.S.B. 43189/69/J.

JAMAICA

Bulletin 202/69
Inquiry for EPNS holloware; gift items. E.S.B. 37636/69/J.

JAPAN

Bulletin 204/69
Inquiry for fruit juices. E.S.B. 8293/69/J.

Bulletin 205/69
Inquiry for chinaware; earthenware; ornamental articles; tableware. E.S.B. 5600/69/J.

JORDAN

Bulletin 205/69
Agency inquiry for furniture fitments. E.S.B. 36408/69/J.

KUWAIT

Bulletin 204/69
Joint venture – engineering and contracting services. E.S.B. 42523/69/J.

LEBANON

Bulletin 205/69
Agency inquiry for clothing. E.S.B. 43359/69/J.

Bulletin 206/69
Inquiry for disposable cups; fish; poultry; meat. E.S.B. 25313/69/J.

MALAWI

Bulletin 202/69
Inquiry for steel scaffolding. E.S.B. 42721/69/J.

Bulletin 204/69
Inquiry for clothing; piece-goods; suitings. E.S.B. 42947/69/J.

MALAYSIA

Bulletin 204/69
Manufacture under licence/joint venture – glass fibre boat hulls. E.S.B. 43171/69/J.
Agency inquiry for capacitors. E.S.B. 25122/69/J.

Bulletin 205/69
Inquiry for scientific equipment. E.S.B. 42079/69/J.

MALTA

Bulletin 205/69
Agency inquiry for piece-goods. E.S.B. 43605/69/J.

Bulletin 206/69
Agency inquiry for canned foodstuffs; foundation garments; furnishing fabrics; men's underwear; towels and towelling. E.S.B. 43604/69/J.

MOROCCO

Bulletin 204/69
Agency inquiry for contactors and circuit breakers; generating sets. E.S.B. 43107/69/J.

NETHERLANDS

Bulletin 203/69
Inquiry for baling wire. E.S.B. 42937/69/J.

NEW ZEALAND

Bulletin 204/69
Inquiry for bearings; electric motor. E.S.B. 43185/69/J.

NIGERIA

Bulletin 202/69
Inquiry for truck wheels. E.S.B. 42769/69/J.

Bulletin 204/69
Inquiry for paper clip making machinery; pin making machinery; wire. E.S.B. 43169/69/J.

NORWAY

Bulletin 203/69
1s. Inquiry for aluminium strip. E.S.B. 43154/69/J.
Inquiry for cosmetics. E.S.B. 43145/69/J.

Bulletin 204/69
Agency inquiry for skirts. E.S.B. 33669/69/J.

Bulletin 206/69
Agency inquiry for teenage coats. E.S.B. 20612/69/J.

PAKISTAN

Bulletin 204/69
Inquiry for grain silos. E.S.B. 19119/68/J.
Inquiry for electric furnace; re-rolling mill. E.S.B. 43405/69/J.
Agency inquiry for tanning materials. E.S.B. 38138/69/J.

PHILIPPINES, REPUBLIC OF

Bulletin 202/69
Inquiry for cigar making machinery. E.S.B. 42361/69/J.

Bulletin 204/69
Inquiry for grinding media and refractory materials for cement plant. E.S.B. 42767/69/J.

POLAND

Bulletin 206/69
Inquiry for audio equipment; photographic equipment. E.S.B. 43482/69/J.

PORTUGAL

Bulletin 206/69
Agency inquiry for eyelet manufacturing machinery; fittings for leather goods. E.S.B. 42351/69/J.

PUERTO RICO

Bulletin 203/69
Inquiry for pipes. E.S.B. 42907/69/J.

RUMANIA/ARGENTINA

Bulletin 202/69
Trade Agreement. E.S.B. 1209/G/J.

SINGAPORE, REPUBLIC OF

Bulletin 206/69
Agency inquiry for road-making equipment. E.S.B. 43150/69/J.

SOUTH AFRICA

Bulletin 202/69
Agency inquiry for chemicals; dispersing and emulsifying agents; resins. E.S.B. 41152/69/J.

Bulletin 204/69
Inquiry for air-conditioning and refrigerating tubes and fittings; valves. E.S.B. 43343/69/J.

Bulletin 206/29
Manufacture under licence/distributorship – cosmetics; pharmaceuticals; toiletries. E.S.B. 42944/69/J.

SPAIN

Bulletin 203/69
Agency inquiry for laboratory equipment; kaolin; starches; mechanical, semi-chemical and chemical pulp; wood fibres; optical filters; latex butadiene styrene. E.S.B. 39548/69/J.
Inquiry for non-ferrous metals. E.S.B. 35769/69/J.

Bulletin 206/69
Inquiry for iron ingots; steel bars and plates; steel ship sections. E.S.B. 6860/69/J.

SUDAN

Bulletin 202/69
Franking of Import Licences and Registration forms. E.S.B. 1209/G/J.

Bulletin 204/69
Importation of flit pumps. E.S.B. 1209/G/J.

Bulletin 205/69
Importation of cigarettes. E.S.B. 38264/69/J.

SWEDEN

Bulletin 202/69
Inquiry for fountain pumps. E.S.B. 37003/69/J.

SWITZERLAND

Bulletin 202/69
Joint venture – water softening and water purification plant. E.S.B. 42598/69/J.
Inquiry for hand tools; optical control instruments; twist drills. E.S.B. 42594/69/J.
*Inquiry for jewellery; precious stones. E.S.B. 42731/69/J.

Bulletin 203/69
Agency inquiry for scientific measuring instruments. E.S.B. 42723/69/J.
Agency inquiry for guns; hunting clothes and giftware. E.S.B. 42744/69/J.

Bulletin 204/69
Inquiry for gears. E.S.B. 43148/69/J.
Agency inquiry for operating threatre lamps; surgical tables; X-ray equipment. E.S.B. 42795/69/J.
Agency inquiry for copying machines; printing machines; typewriters. E.S.B. 43302/69/J.

Bulletin 205/69
Manufacture under licence/manufacture under licence in Britain – confectionery. E.S.B. 42950/69/J.
Agency inquiry for field glasses; grinding machines; tools and edgers; meteorological instruments; ophthalmic instruments and chairs; spectacle. E.S.B. 43392/69/J.
Inquiry for ferro silicon. E.S.B. 42310/69/J.

Bulletin 206/69
Inquiry for advertising gifts; office supplies. E.S.B. 28717/69/J.

TANZANIA
Bulletin 205/69
Inquiry for belts; headwear; plastic boxes; plastic vanity sets for babies. E.S.B. 25531/69/J.

Bulletin 206/69
Inquiry for workshop equipment. E.S.B. 43409/69/J.

THAILAND
Bulletin 202/69
Inquiry for clocks; coffee and tea sets; cutlery; dishes and trays; glassware; mirrors; smoking articles; tea trolleys; toys. E.S.B. 42098/69/J.

TRINIDAD/TOBAGO
Bulletin 202/69
Inquiry for hydrogen producing plant. E.S.B. 43146/69/J.

Bulletin 203/69
Inquiry for nissen huts. E.S.B. 43179/69/J.

Bulletin 204/69
Agency inquiry for glass fibre material. E.S.B. 40943/69/J.
Inquiry for buildings; compressors; shrimp processing equipment. E.S.B. 43395/69/J.

Bulletin 206/69
Agency inquiry for earth moving tractors. E.S.B. 28314/69/J.

TURKEY
Bulletin 205/69
Inquiry for pig iron. E.S.B. 42945/69/J.

Bulletin 206/69
Inquiry for shuttle and shuttle arm manufacturing machinery. E.S.B. 43655/69/J.

UGANDA
Bulletin 205/69
Inquiry for angle iron; bed springs. E.S.B. 41793/69/J.

UNITED STATES OF AMERICA
Bulletin 202/69
*6s. Inquiry for furniture fittings; refrigerator fittings; stainless steel pot hooks; water fittings for catering equipment. E.S.B. 42555/69/J.
Inquiry for wire. E.S.B. 42741/69/J.
Inquiry for iron castings. E.S.B. 42920/69/J.

Bulletin 203/69
Inquiry for steel strapping. E.S.B. 42734/69/J.
Manufacture under licence – foundry equipment. E.S.B. 41791/69/J.
Inquiry for jacks. E.S.B. 43192/69/J.
4s. Inquiry for steam presses. E.S.B. 42990/69/J.
Inquiry for sheepskin boottee linings. E.S.B. 43306/69/J/
Inquiry for engines; centrifugal pumps. E.S.B. 26203-69/J.
Inquiry for lathes. E.S.B. 43194/69/J.

Bulletin 204/69
Inquiry for paper. E.S.B. 43372/69/J.
Inquiry for handling components; plant engineering components. E.S.B. 42903/69/J.
Agency inquiry for men's shirts and sweaters. E.S.B. 43117/69/J.

Bulletin 206/69
*2s. Inquiry for expansion fittings. E.S.B. 3855/69/J.
Inquiry for automotive equipment component parts. E.S.B. 43708/69/J.

UNITED STATES OF AMERICA/CANADA
Bulletin 203/69
Agency inquiry for yarns. E.S.B. 42782/69/J.

VENEZUELA
Bulletin 204/69
Registration of foodstuffs. E.S.B. 1209/G/J.

Bulletin 206/69
Agency inquiry for fire-fighting equipment; hose assemblies and fittings; manometers and thermometers; metal and woodworking machinery; packings; pumps; valves; water and air line accessories. E.S.B. 43369/69/J.

ZAMBIA
Bulletin 204/69
Inquiry for deionizing equipment. E.S.B. 42334/69/J

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times* Monthly **5s.** (*by post* **5s. 6d.**). Annual subscription **£3 6s.** including postage.

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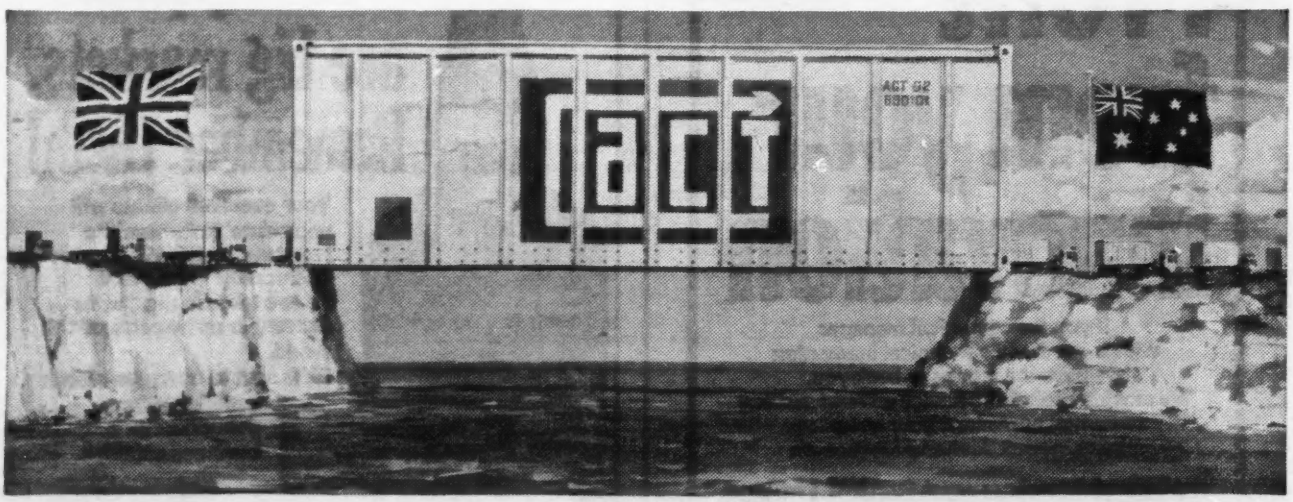

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

£100,000 transport order

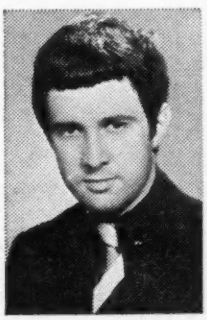
The Springfield group of companies, of Trafford Park, Manchester, has secured a £100,000 contract to transport and ship what is believed to be the world's largest order for plastic pressure pipes. The piping is destined for part of a Danube Valley irrigation system.

The order, worth over £2 million (reported in our September 24 issue) was placed by Taylor Woodrow International Ltd. with Chemidus Plastics Ltd., of Ashford, Kent, who will be supplying 500 miles of pipes for the project.

$120,000 book order from US

A new London publishing company, Wayland (Publishers) Ltd., in Gray's Inn Road, recently signed a contract with Putnams of New York for new books worth $120,000 to be published from January next.

Wayland's editorial director, Mr. Roger Ferneyhough, aged 28, flew to New York, met top publishers, displayed dummy books with designed



Mr. Ferneyhough

Mr. Lewis

book jackets, addressed sales teams about his 'wares', and, after several weeks of hard sell, returned with an outline contract; this has since been completed and signed.

Mr. Ferneyhough's partner in this publishing venture – Mr. John Lewis, aged 26, recently attended the International Book Fair in Frankfurt. Early next year he hopes to visit several countries, including Australia, to seek further outlets for the company's books – wide-ranging subjects based on history, the arts, education and some fiction.

Overseas sales £850,000 a week

During the first eight months of 1969, aircraft and spares exported by British Aircraft Corporation's Preston division accounted for a quarter of the value of aircraft and parts exported by the whole British aerospace industry during the same period.

The divisional total of £29,724,000 is the equivalent of £850,000 a week, or £170,000 each working day, and represents about £3,400 for every man and woman working in the division. The total is made up of sales of Lightnings, Strikemasters and re-built Canberras.

Finnish boats, British engines

More than 100 Perkins-powered Finnclipper motor sailers are now operating in Europe, and an order for another 60 Perkins four-cylinder, 72 shp marine diesels for motor sailers being built for next season was negotiated recently by boatbuilders in Turku and Perkins distributors in Helsinki. The Perkins engine gives the 35-ft., seven-berth Finnclipper a speed of 10 knots.

Malt for Ceylon

The Ceylon Brewery Ltd. were recently awarded three Monde Selection gold medals for pale ale, stout and Jubilee ale. The Monde Selection is an organization in Brussels which awards prizes annually for the highest quality products in these fields.

R. & W. Paul (Maltsters) Ltd., of Ipswich, are one of the Ceylon Brewery's major suppliers of malt.

£164,000 parking meter system

Venner Ltd. have received a £164,000 contract to supply and install the first controlled parking system to be introduced in the Republic of Ireland. The contract was won in the face of fierce international competition. The initial order is for 2,688 Mark II meters and ancillary equipment, and has been placed by the Transport Department of the Corporation of Dublin.

Spark machine for Singapore

A GKN Model E spark-erosion machine and a Pantographite electrode-making machine have been orders from GKN Machinery Ltd., Wolverhampton, by the Singapore Government Engineering Industries Development Agency. They will be used for training Singapore's young engineers in spark-erosion techniques.

Spark-erosion machines help to reduce the cost of making hardened tools and dies by removing metal faster and more accurately than by traditional methods.

British bikes for 'Jet Set'

In a two-month, 15-country tour of Central and South America, Mr. John Wilding, export sales executive of Triumph Engineering Co. Ltd., Allesley, Coventry, obtained orders for motorcycles worth more than £90,000. Most of the orders are for larger capacity twin- and triple-cylinder machines, reflecting the growing spending power of the 'jet set' in Latin America. There is also a big demand for smaller machines for commuting or business purposes – hence an opening order for 80 Triumph Trophy single-cylinder 250 c.c. motor-cycles.

Czechs buy British rum

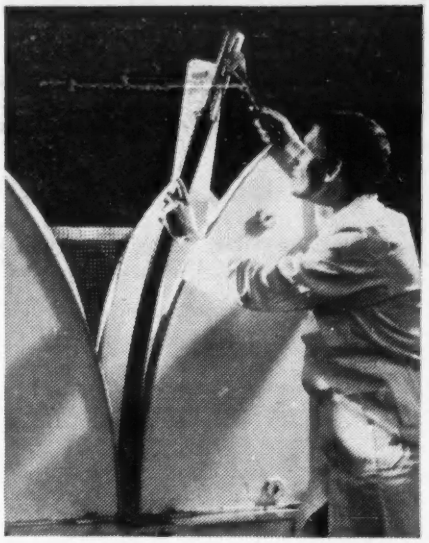
Lamb's Navy Rum will soon be seen for the first time in Czechoslovakia. Following recent negotiations, 300 cases of Lamb's have been despatched to Prague.

£90,000 vacuum service unit

One of the largest vacuum service units to be installed for oil-refining topping duties is under construction in the Glasgow works of Blairs Ltd. These for part of a contract valued at over £90,000 for an Argentine refinery.

Significant increase in business

In recent months Prince-Smith & Stells Ltd. (a Stone-Platt Company) of Keighley, Yorks., have secured orders for woollen and worsted machinery valued at over £2½ million, of which £1.7 million is for export. Contracts have come from countries as far apart as Australia, Canada and the USSR, and there has been a significant increase in business from the Middle East, South America and the United States.



Picture shows a short length of 1.50 inch coaxial lightweight submarine cable being secured in a test jig at STC's submarine cable factory at Southampton. The jig will perform a reverse bend test to confirm that the cable can withstand the severe mechanical stresses that will be imposed upon it during laying. One thousand two hundred nautical miles of the cable are being manufactured at Southampton for the new TAT 5 cable being laid between Spain and the United States, planned to come into service in March next year.

Manufacture stepped up

Production of 'Crimposet' carpet yarn machines at the Bradley Fold works of Dobson & Barlow Ltd. (a Stone-Platt Company) has been increased to meet current demands. This machine draws, bulks and heat-sets all types of synthetic fibre for carpet and household textile yarns in one continuous operation. 'Crimposet' installations are now in operation in many overseas plants, including Germany, Italy, Switzerland, South America and Australia, and a number of repeat orders have already been received.

£25,000 order for container markings

PAN Signs Ltd., of Colchester, a member of the Letraset group, has received a £25,000 export order for self-adhesive container markings from Overseas Containers Ltd. Eighty per cent of the order being for Mitsubishi, one of the largest industrial combines in Japan, and 20 per cent being for Australia.

Generating sets in demand

Figures released by the British Electrical and Allied Manufacturers' Association reveal that over the past two years British turbo-alternator makers obtained orders for a total of 11,980 megawatts of generating plant for electric power installations in 18 countries overseas.

The total megawatt capacity of generating plant being built in Britain for overseas customers amounted to nearly 16,000 MW at the end of July 1969 – nearly 60 per cent of the total. A £13 million order has since been announced to supply a 300 MW unit and associated power station plant for South Korea.

The largest sets (over 1,100 MW) are destined for North America, and important orders have also been obtained from Australia, New Zealand, Sweden, Finland, Portugal, Spain and Hong Kong.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in October 1 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade* (*see page viii of October* 1 *issue*) *or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757).

Car hire turnover tops £1 million

A TWO MONTHS SALES DRIVE to increase their record overseas earnings has been started by J. Davy Car Hire Ltd. The company's car hire turnover topped the £1 million mark for the first time last year and of this a record 40 per cent came from overseas customers. This year business is expected to be 15 per cent higher.

Just back from a Scandinavian sales visit, Mr. Peter Jordan, managing director, and two sales executives, left for the United States recently to meet potential customers for car hire services along the East and West coasts and Mid-west cities. Mr. Jordan plans to visit other centres in Europe and then make a sales tour to Mexico, where he will join the British Travel Workshop and meet travel agents from all over South America.

Over the past few months the company has opened car rental centres near Prestwick, Heathrow and Gatwick airports to deal with the increased number of overseas visitors expected with the advent of jumbo jets.

Trade with Rumania

THE CHAIRMAN of the East European Trade Council, Mr. Alexander Ross, has been making a short visit to Rumania at the invitation of Mr. Victor Ionescu, president of the Rumanian Chamber of Commerce. Mr. Ross left London on October 17, a year to the day since the opening of the British Industrial Exhibition in Bucharest, which the Council sponsored. Mr. Ross proposed visiting the 'Rumania'69' Exhibition and having talks with leading authorities concerned with Anglo-Rumanian trade.

British exports to Rumania, which jumped from £9·9 million in 1967 to £31 million in 1968, remain very buoyant and were given a further fillip with the announcement in July of a £22 million contract for the supply and erection of an automated sprinkler irrigation system at Sadova-Corabia. The value of goods sold to Rumania in the first eight months of this year stand at £19·5 million and further substantial business is understood to be in the offing.

A trade mission from the London Chamber of Commerce, one of the Council's sponsors, leaves for Bucharest on November 1.

Australia/Far East tour

MR. TONY WELFORD, Lintafoam's 35-year-old roving director of export sales, left on October 15 for a six-week sales tour to New Zealand, Australia, Hong Kong and Thailand.

Lintafoam, who claim to be the world's largest exporters of latex foam fabrics, used for bra cups in foundation garments and swimwear, won the Queen's Award this year for their achievement in the export field.

Off to the United States

MR. D. P. MARR, general manager of Vulcan Exports Ltd., Leicester, leaves for the United States on November 3 to survey market prospects, promote sales and find representatives. Vulcan Exports' products include knitwear, rubber-bonded wire brushes, 100 per cent all-wool rugs, ceramics, hand-turned woodware and reproduction antique weapons. Mr. Marr plans to return from New York on November 17.

No stranger in Far East

SIR JOHN E. C. HARTOPP, director of Firth Brown Tools Ltd., Sheffield, will participate in the forthcoming Sheffield Chamber of Commerce Mission to the Far East, starting in Kuala Lumpur on November 8. He will also investigate market conditions and potential with his company's agents in Kuala Lumpur, Singapore and Bangkok.

Sir John is no stranger in this territory – in 1948 and 1949 he was resident representative of the Firth Brown Group in India and the Far East.

Firth Brown are noted for engineers' cutting tools of all types – drills, reamers, cutters, hard metal tips and tools, segmented saws, files, hacksaws, bandsaws, etc.

Mr. George Balon, export sales manager of M. Myers & Son Ltd., Oldbury, Birmingham, wishes 'bon voyage' to two colleagues. Mr. John Pilley (right) left on October 3 *on an* 11*-week trip, taking him to Thailand, Singapore, Malaysia, Hong Kong, the Philippines, Australia and Western Canada. Mr. Nilcholas Podolier (left) departed for Scandinavia, South Africa, Kenya, Uganda, Tanzania and Zambia. Most countries in Europe, Africa, South and Central America, as well as Canada, the United States and the Far East, have been visited in recent years by this team. The Oldbury company have been exporting their range of 'Bulldog' and other letter clips since early in the century. Sales continue at a gratifying level and, along with an expanding range of modern office accessories, almost* 50 *per cent of the current Myers output goes overseas.*

OUTWARD MISSIONS

Visit to the Caribbean

THE Building Materials Export Group have organized a mission to the Caribbean. The party includes eight businessmen from selected firms in Britain. The only Scottish firm on the mission will be Nairn International, a division of Nairn-Williamson Ltd., who are sending Mr. John B. Lawton, their regional manager for Africa and Central/South America.

The mission left London on October 27 and visited Jamaica, Puerto Rico, Trinidad and Guyana. They were due to return on November 16. Their object is to promote sales of British building products and finishes within the booming hotel and construction industry.

Mr. Lawton will not be returning with the group as he also intends visiting Nairn agents and distributors in Venezuela, the Dominican Republic and Curacao.

London Chamber mission for Greece

THE second London Chamber of Commerce trade mission to visit Greece in 18 months left on October 19 for a week's visit at the invitation of the Athens Chamber of Commerce. The 20-strong mission was led by Mr. Richard Odd, chairman of the Chamber's Greek section and managing director of Lansing Bagnall, with Mr. Charles Jarvis, deputy chairman of the British Agricultural Export Council, as deputy leader.

Companies represented on the mission covered three sectors: livestock and agricultural industries, engineering, and specialist industries such as mining and tourism.

A previous mission from the London Chamber visited Greece in April 1968 and a mission from the Athens Chamber came to London in September of last year.

Trade between Britain and Greece has expanded considerably in recent years with a heavy balance in Britain's favour. British exports rose from £33·1 million in 1967 to £39·9 million in 1968 and have continued to climb in 1969 with exports over the first eight months standing at £38·5 million. The London Chamber estimates that total British exports to Greece could top £60 million by the end of 1969.

Petroleum men in the United States

A STRONG representative mission from the Council of British Manufacturers of Petroleum Equipment is now in the United States for three weeks (from October 18 to November 8), visiting over 60 companies located in New York, Boston, Houston, Tyler, Tulsa, Bartlesville, Oklahoma City, Ponca City, Los Angeles and San Francisco.

United States oil companies and contractors are responsible for projects in many parts of the world. Although British manufacturers maintain close contact with the London or European offices of the leading American companies, personal contact with offices in the United States is becoming increasingly necessary. The mission will tell American engineers and purchasers about the wide range of equipment for the oil industry which is available from Britain.

The mission, organized in co-operation with the BNEC, is led by Mr. J. H. Attwood (The Serck Group).

THE EXPORT MANAGER of two Yorkshire companies has been taking part in a ten-man sales mission to America to boost British exports of electrical power distribution equipment to oil companies and contractors in the United States. He is Mr. Peter Warden, of Yorkshire Switchgear and Engineering Co. Ltd., Leeds, and the Electro Mechanical Manufacturing Co. Ltd., Scarborough. Both companies have a world-wide experience of supplying switchgear to the petrochemical industries and have installations in places as far apart as Indonesia and Venezuela.

The mission was organized by the Council of British Manufacturers of Petroleum Equipment. Visits to New York, Boston, Houston, Tulsa, Oklahoma, Los Angeles and San Francisco were planned.

AT the joint invitation of the British National Export Council and the Council of British Manufacturers of Petroleum Equipment, Mr. C. Whipman, of Ferranti's communications and control group, is a member of a trade mission visiting the United States from mid-October to early in November.

The aim of the mission is to inform the American oil industry of the wide range of equipment which is available from the UK. Main emphasis is on potential 'offshore' purchases, but particular note will be paid to American interests outside US – e.g., in South America and the Middle East.

Plastics mission in South Africa

MEMBERS of an eight-man British Plastics Federation mission left London for South Africa on October 25 to visit plastics processing plants and present technical symposia on current and future trends in plastics. The symposia, to be presented in Johannesburg, Cape Town and Durban, cover application industries (packaging, building, automotive, furniture and plastics in engineering) as well as developments in plastics processing, machinery and materials. Leader of the party is Mr. S. R. Badley of BP Chemicals (UK) Ltd. arranged with the co-operation of the Plastics Manufacturers' Association and the Plastics Institute (South African Section). South Africa is the ninth country to be visited by a BPF mission.

£800,000 orders, £7.5 million potential

AN 18-man Birmingham Chamber of Commerce and Industry trade mission, recently returned from Thailand and Hong Kong, achieved firm orders worth £808,400 and inquiries which should bring in no less than £7.5 million of follow-up business.

The mission found that Hong Kong in particular seemed to offer better short- and mid-term opportunities than elsewhere. One member booked orders worth £150,000 while another, who booked orders worth £100,000, now has three firms anxious to get his agency.

First mission to the States

A DRIVE to increase sales of British farm implements on the American market is to be spearheaded by a 16-man sales mission which leaves for Chicago on November 8 – the first farm machinery sales mission to the States.

Last year the United Kingdom sold nearly £17 million worth of tractors and tractor parts to the United States – but less than £2 million worth of implements and machinery.

Mr. John E. Colman is the leader of the mission, which is organized by the Agricultural Engineers Association.

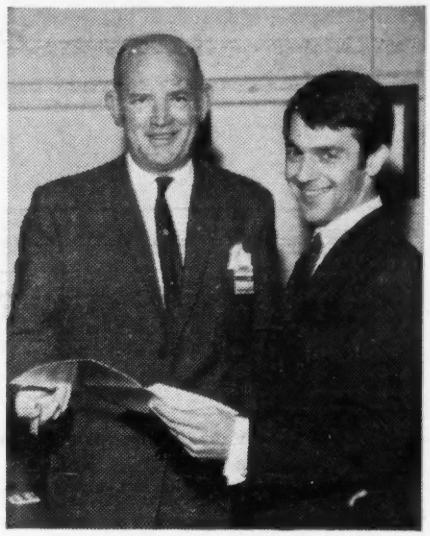
Latin American build-up

A RAPID BUILD-UP of trade missions to and from Latin America is reported by the British National Export Council. In Buenos Aires, members of the British section of the British-Argentine Trade Commission have been setting the scene for the British industrial exhibition in Buenos Aires in November next year. A Locomotive and Allied Manufacturers Association team is off to Venezuela during November and ten scientific instrument manufacturers will visit six South American countries in March/April 1970. Meanwhile a trade group from Bolivia sponsored by the Telecommunication Engineering and Manufacturing Association is expected shortly and marine equipment buyers are due in December from Brazil, where British credits exceeding £50 million have been negotiated in the past 12 months.

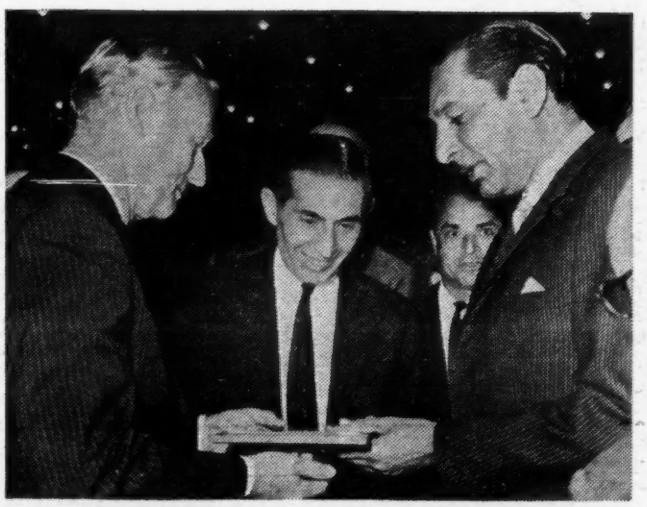
Big tyre export effort

MR. FRANK BRIGGS, tyre export sales manager for Pirelli Ltd., left Britain for a 10-day visit to Finland and Sweden on October 28. Mr. Briggs will spend five days in Finland where he will call on the company's sole tyre distributor in that country as well as other customers. He will then fly to Sweden. In both countries, Mr. Briggs will conduct surveys of their tyre markets.

Parallel with the further development of its 32 existing overseas markets, Pirelli is currently assessing the potential of new tyre export areas. This is a result of its expansion of its tyre export sales division, for which further growth plans are being developed. Pirelli Limited make tyres at their Burton-on-Trent and Carlisle plants. Last year, the company increased its tyre exports by 46 per cent.



Mr. S. L. Speight (left), managing director of Jonas and Colver Ltd., Sheffield, leader of the forthcoming Sheffield Chamber of Commerce Trade Mission to the Far East is seen with the mission's secretary, Mr. G. R. Woosey, at a recent briefing meeting at the Chamber's offices. Arrival dates for the mission are: Kuala Lumpur, November 8, Singapore, 13, Bangkok, 17, and Hong Kong, 22.



Noor Ahmad Eitimadi (right), the Prime Minister of Afghanistan, receiving the golden key to the new Inter-Continental Hotel, Kabul, from Mr. George C. F. Hazell, deputy managing director of Taylor Woodrow International Ltd. (on left), with (centre) HRH Sardar Sultan Mahmoud Ghazi, president of Civil Aviation and Tourism, who had given the inaugural speech address at the opening ceremony in September. The solid gold key was presented to symbolize the 'turn key' nature of the project (Taylor Woodrow was responsible for design, construction, equipment and finance) which was finished 33 weeks ahead of schedule.

Leaving London to invade New York, with hopes of capturing a larger percentage of the American market, go 30 of Britain's top menswear manufacturers for the sixth NAMSB convention to be held at the New Yorker Hotel. Manufacturers participating include the following: Messrs. J. E. Carr and C. Shaw, of J. E. Carr Sportswear Ltd.; D. Comfort, of John Comfort & Co. Ltd.; L. C. Silva and W. Bado, of C. & M. Tailors; A. Pyser, of Famox Primefit Shirts Ltd.; J. Shakespeare, of Lybro Universal; H. Epstone and O. Schlesinger, of Hepton group of companies; R. Wiseman, R. Jordan and B. Sherman, of Ben Sherman Ltd.; A. Conway, of Scott Lester Organization; and Mrs. Lindsay, of Wenslow Overseas Ltd.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common Agricultural Policy

THE TEXTS of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

Decision No. 69/353/CEE modifies **Decision No. 69/350/CEE** fixing the maximum compensatory amounts that Germany is authorized to levy on the import of certain products in the cereals, rice, sugar, milk and milk products and cattlemeat sectors (*Journal Officiel* No. L262 dated October 18, 1969).

RICE

Regulation (CEE) No. 2027/69 modifies Article 1, paragraph 3, of **Regulation (CEE) No. 1473/69** concerning the basic yield after processing certain varieties of rice (*Journal Officiel* No. L260 dated October 16, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 2014/69 cancels the compensatory amount for the import of sunflower oils originating in Bulgaria, Hungary, Rumania, the USSR and Yugoslavia (*Journal Officiel* No. L258 dated October 14, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2044/69 modifies **Regulation (CEE) No. 1106/68** which relates to the use of fish meal for the denaturation of powdered skimmed milk intended for animal feedstuffs (*Journal Officiel* No. L262 dated October 18, 1969).

Regulation (CEE) No. 2046/69 modifies **Regulation (CEE) No. 789/69** relating to the sale of butter, at a reduced price, to certain enterprises for the manufacture of fat mixtures for export (*Journal Officiel* No. L262 dated October 18, 1969).

Regulation (CEE) No. 2047/69 modifies **Regulation (CEE) No. 1667/69** relating to certain measures to be taken in the milk and milk products sector following the devaluation of the French Franc (*Journal Officiel* No. L262 dated October 18, 1969).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 2045/69 modifies **Regulation (CEE) No. 1810/69** in so far as it concerns the purchase price for meat coming from 'Ochsen A' in region I in Germany (*Journal Officiel* No. L262 dated October 18, 1969).

Transport in the EEC—correction

THE *Board of Trade Journal* dated September 3, 1969 contained an announcement about **Regulation (CEE) No. 1629/69** relating to the method of procedure, the tenor and the other methods of complaint set out in Article 10, the objections set out in Article 12 and the notifications set out in Article 14, paragraph 1, of **Regulation (CEE) No. 1017/68.** The *Journal Officiel des Communautés Européennes* No. L259 dated October 15, 1969 contains a correction to this Regulation.

Harmonization of legislation — taxes

THE *Journal Officiel des Communautés Européennes* No. C129 dated October 10, 1969 contains the text of a Proposed Directive concerning the harmonization of Member States' legislation relating to taxes on turnover and the introduction of value added tax.

The French text of this Proposed Directive may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of the Proposed Directive, when finally approved, may differ from the draft text referred to above.

SPAIN

Customs Tariff modifications: extension of time limit on Capital Goods

THE FOLLOWING items on the Capital Goods List of the Spanish Customs Tariff will not be deleted until June 5, 1971:

Tariff Heading	Description	Reduced duty
		%
84.59-J	Closed chamber internal rubber mixers of a volume exceeding 190 litres	5
84.59-J	Double screw single-head extruders	5
84-59-J	Automatic tyre building machines	5

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

Import duty suspension: extension of time limit

NOTICE was given in the *Board of Trade Journal* dated July 23, 1969, page 252, of import duty suspensions on hides, skins and leather. The Spanish authorities announced in their *State Gazette* of October 17 that the suspensions are valid until December 31, 1969.

Duty-free import quotas

THE SPANISH *State Gazette* of October 16 announced the following duty-free import quotas:

Tariff Heading	Description	Tons
73.13-B 1 a	Sheets and plates, iron or steel, hot-rolled or cold-rolled: Not further worked than cold-rolled, whether or not pickled, of a thickness of 3 mm. or more	10,000
73.13-B 3 c	Galvanized or lead-coated	15,000

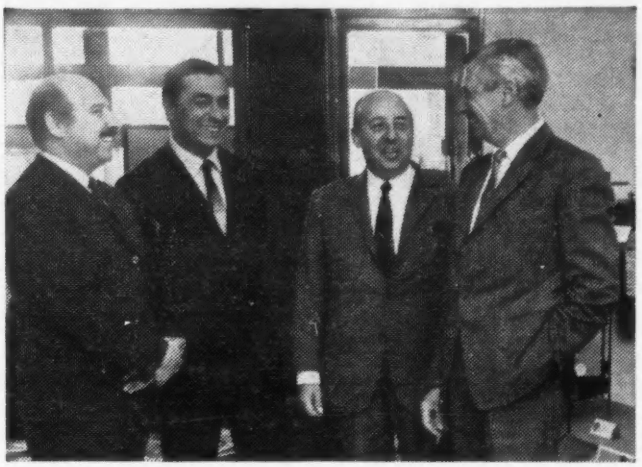
Import quota: extension of time limit

NOTICE was given in the *Board of Trade Journal*, dated June 25, 1969, page 1782, of a Spanish 15,000 tons duty-free import quota on Tariff Heading 73.07 B 3 a (Llanton: pieces roughly shaped for forging). The quota time limit is now valid until December 31, 1969.

Import quotas: Iron and steel products

THE SPANISH IMPORT quotas for the following items have been increased. The quotas retain their original expiry dates (*Board of Trade Journal*, dated June 25, 1969, page 1782 refers).

Tariff Heading	Description	Tons
73.07-B 4 a	Slabs of more than 1 ton	40,000
73.08	Coils for re-rolling	50,000
73.13-B 2 c d	Cold-rolled sheets and plates of less than 2 mm. thickness	50,000
73.13-B 3 b	Tinplate	45,000



Three Portuguese businessmen visited Pye of Cambridge recently, when they toured the manufacturing factories of Pye Group Radio and Television Ltd. and of T.V.T. Ltd. They are (from left to right): Mr. J. Rodrigues, Mr. R. Barros and Mr. H. De Lima, who are shown talking to Mr. H. M. Pinfold of Pye Group Radio and Television. Mr. Rodrigues is a director of Telvi Sociedade Electrica Lda., distributors of Ekco products in Portugal, and Mr. De Lima is managing director of Frigel Sociedade de Representacoes Lda., distributors of Pye products in Portugal.

Inquiries about these notices should be addressed to: Export Sevices Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

(*Continued on next page*)

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Import quota: carbon tetrachloride

THE SPANISH authorities have announced that the quota for the import of 1,200 tons of carbon tetrachloride (Tariff Heading 2902 A 7) with an import duty of 8 per cent has been extended until April 14, 1970.

Customs Tariff modifications: additions to Capital Goods List

IN THE Spanish *State Gazette* of September 12 the authorities announced the following additions to the Capital Goods List of the Spanish Customs Tariff:

Tariff Heading	Description	Reduced duty	Valid until
		Per cent	
84.22 F 2 or 87.02 B 3 b	Self-propelled units for carrying and handling containers used in sea-going traffic, with a lifting capacity of over 20 tons	5	September 12, 1971
84.45 C 1 e 1	Special lathes of more than 12 tons for production by machining of crank-pins or crankshaft bearing lines with simultaneous gang tools	5	September 12, 1971
84.45 C 6	Production grinding machine, fixed or with axial feed only, intended only for simultaneous grinding of two opposite and parallel faces	5	September 12, 1971
84.45 C 6	Production grinding machines of more than 12 tons weight, automatic cycle, for crankshaft crankpins	5	September 12, 1971
84.45 C 6	Polishing machines, automatic cycle, with swing-head or workholder, for knives or cutlery	5	Spetember 12, 1971
84.45 C 11	Double effect die forging hammers, of more than 50 tons weight	5	September 12, 1970
90.07 A	Reducing cameras (photographic) with luminous screen object holder, mechanical adjustment and built-in image focusing and measuring microscope	5	September 12, 1971
90.09 C 2	Reducer projectors, with automatic electronic exposure control and 'X-Y' jumps' control	5	September 12, 1971
90.10 D	Semi-conductor electronic components formation apparatus, by planar technique, by exposure of photo-sensitive substances to ultraviolet light	5	September 12, 1971
90.28 C 8	Apparatus for the automatic testing of electrical parameters of finished active electronic components, with or without automatic contactor	5	September 12, 1971

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

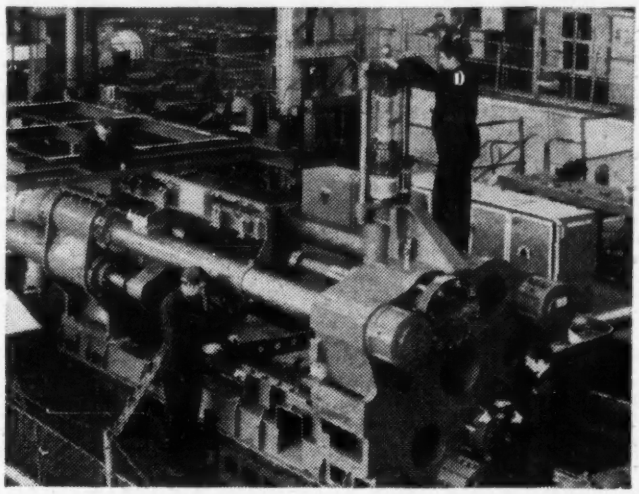
SWEDEN

Temporary exemption of certain products from import duty

THE SWEDISH authorities have announced additions to the list of temporary exemptions from import duty published in the *Board of Trade Journal* of April 25, 1969 (pages 1221/2/3). These are listed in Table I along with the operative date. Table II shows one deletion from the list.

TABLE I

Customs Tariff No.	Description	Operative date
38.19.999	Acyclic saturated chlorofluorohydrocarbones containing a small quantity of lubricants. Mixtures solely of acylic saturated chlorofluorohydrocarbones as well as such mixtures containing a small quantity of lubricants	July 1, 1969
84.06.500	Internal combustion piston engines intended exclusively for installing in lawn mowers with a rotary knife cylinder or rotary knife by the manufacturer of such mowers (Note: The provisions of Article 18 of the Customs Tariff Proclamation shall be correspondingly applied).	November 1, 1969
84.39.900	Needles for felting machines (felting needles)	July 1, 1969
84.40.909	Needles for felting machines (felting needles)	July 1, 1969
84.59.331	Tyre building machines	July 1, 1969
84.59.809	Braiding machines	July 1, 1969
87.02.312 320	Dumpers with a load capacity of 45 tons or more	July 1, 1969



Building a 1,600-ton hydraulic press, for delivery to Svenska Metallverken, Sweden, at the Gloucester works of Fielding and Platt Ltd. This company, who are members of the Redman Heenan International Group, have also supplied two 1,600-ton presses to a customer in the Far East and one to the Middle East. They have recently installed in Norway, in the works of I/S Aluminium-profiler, a 2,000-ton 'Package' type aluminium extrusion press which formed the major part of a contract for a complete plant including a 30-ton 'Fielding' stretching and detwisting machine; the induction billet heater manufactured by Banyard Metalheat Ltd., and extrusion handling equipment by Edwards and Co. Ltd.

TABLE II

Customs Tariff No.	Description	Operative date
38.19.999	Mixtures solely of acylic saturated chlorofluorohydrocarbones	July 1, 1969

SYRIA

State monopolies

SIMEX, the State organization responsible for the importation and exportation of goods into Syria, has recently been the subject of re-organization. With effect from September 1, four new state organizations have been established to assume responsibility for

(*Continued on next page*)

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SYRIA, *continued*

the monopolies previously held by SIMEX. The new organizations are as follows:

1. *Foreign Trade Organization for Machinery and Equipment.* This organization is now responsible for the import and export of tyres, agricultural instruments and machines, tractors, motor vehicles and motor vehicle chassis.
2. *Foreign Trade Organization for Chemicals and Foodstuffs.* This organization is responsible for the import and export of fertilizers, paper and paperboard, raw hides, coffee, tea, rice, copra, preserved food, sugar and salt.
3. *Foreign Trade Organization for Metals and Building Materials.* This organization is responsible for the import and export of certain types of iron and steel goods, copper and wood.
4. *Textile Foreign Trade Organization.* This organization is responsible for the import and export of textiles.

The State organization 'PHARMEX' already holds the monopoly for the import and export of pharmaceutical goods.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

LEBANON

Import of edible fats

THE LEBANESE *Official Gazette* No. 75 of September 18, 1969 published a decision by the Lebanese Minister of National Economy (Arrete No. 438/1 of September 11) subjecting the import of edible fats falling under Customs Tariff sections 15.02, 15.03, and 15.13 to licensing control.

Further inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

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Alan Mays-Smith, marketing director of James Burrough Limited, answers a query from one of a party of 140 South African hoteliers and bottle store owners who visited the Beefeater distillery on October 17. He is showing his guests the bottling lines. Sales of Beefeater gin in South Africa have risen 271 per cent since 1965 when the first party of South African hoteliers and bottle store owners visited James Burrough's distillery.

REPUBLIC OF SOUTH AFRICA

Customs Tariff changes

THE SOUTH AFRICAN *Government Gazette* No. 2538 of October 9 notifies the following changes:

R.3471: Provision for an ordinary anti-dumping duty on polyethylene terephthalate in blocks, lumps, powders and similar bulk forms is withdrawn (Item 207.01/39.01 (5)).

R.3472: The provision for a rebate of duty on polyester resins, for the manufacture of textile yarn, fibre, tow and tops is withdrawn (Item 311.01/39.01).

Inquiries about these notices may be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

SIERRA LEONE

General Import Licence No. 1 of 1970

UNDER GENERAL IMPORT LICENCE No. 1 of 1970 published in the *Sierra Leone Gazette* of September 25, as Government Notice No. 1177, all goods of United Kingdom origin may be imported into Sierra Leone from the United Kingdom with the exception of the list of items given below for which specific import licences are required:

Schedule

Customs Classification	Items
001-100	Cattle
011-000	Meat, fresh, chilled or frozen including chicken, turkey and fresh pork
013-890	Chicken (canned)
025-100	Fresh eggs in the shell
042-000	Rice, whether in the husk or not
044-000	Maize (corn) unmilled
046-010	Flour of wheat or meslin
048-411	Cabin bread (cabin biscuits)
048-490	Pastry biscuits, etc. (excluding fancy biscuits in tins)
051-800	Fresh fruits, oranges, grape fruits, magerine, lemon and lime
051-400	Tomatoes, fresh
054-510	Onions and garlic, fresh
054-890	Other vegetables, cabbages, lettuce, raddish, carrots, parsnip, runner beans or green beans, cucumber, garden eggs, vegetable marrow, sweet pepper, white turnip
062-010	Sugar, confectionery, not containing cocoa
071-100	Coffee, green or roasted, and coffee substitutes containing coffee
075-000	Spices whether ground or not
112-420	Gin (including Schnapps)

Customs Classification	Items
121-000	Tobacco, unmanufactured (including scrap tobacco stems)
221-030	Palm kernels
221-090	Other oil seeds, oil nuts and oil kernels
292-500	Seeds fruits and spores for planting
332-110	Aviation spirit
332-190	Motor spirit, other
332-210	Lamp oil (kerosene, illuminating oil)
332-230	Aviation (turbine substitute)
332-300	Diesel oil and gas oil
332-400	Residual fuel oil including furnace oil
421-400	Groundnut oil
422-200	Palm oil
512-030	Alcohol (ethyl alcohol) denatured other than methylated spirits
541-190	Propellant powders and prepared explosives, n.e.s.
541-300	Penicillin, streptomycin, tyrocidin and other antibiotics
541-400	Opium, alkaloids, cocaine, caffeine, quinine and other vegetable alkaloids their salts and derivatives
541-600	Bacterial products, sera vaccines, gland and their extracts, glycosides and derivatives
541-761	Medicaments for internal use containing more than 10 per cent of pure alcohol
541-762	Medicaments for internal use containing 10 per cent or less of pure alcohol
571-130	Gunpowder
541-790	Medicines and drugs
571-140	Blasting explosives other than gunpowder
571-200	Fuses, primers and detonators
571-400	Hunting and sporting ammunition
652-010	Cotton fents
652-020	Pile and chenille fabrics of cotton (other than fents and terry fabrics)
652-030	American grey cloth of cotton (other than fents) commonly known as tent cloth
652-040	Cotton woven fabrics (other than fents) grey or unbleached
652-050	Cotton woven fabrics (other than fents) white bleached
652-060	Cotton woven fabrics (other than fents) printed
652-070	Cotton woven fabrics (other than fents) piece dyed
652-080	Cotton woven fabrics (other than fents) colour woven
653-710	Cotton interlock fabrics
661-200	Cement
681-100	Silver, unworked or partly worked
682-280	Tubes, pipes and fittings of copper
694-112	Nails
698-610	Springs
629-120	Outer covers for passenger cars
629-170	Inner tubes for trucks (lorries) and buses
629-191	Rubber tyres, solid for vehicles; outer covers and inner tubes for vehicles, n.e.s.
698-911	Water tanks of iron and steel, n.e.s.
698-941	Water tanks of aluminium, n.e.s.
629-199	Other rubber tyres and tubes
732-110	Passenger cars not exceeding 1,200 c.c. complete
732-120	Passenger cars exceeding 1,200 c.c. and not exceeding 1,750 c.c. complete
732-130	Passenger cars exceeding 1,750 c.c. and not exceeding 2,750 c.c. complete
732-140	Passenger cars exceeding 2,750 c.c. complete
732-150	Dual purpose motor vehicles (e.g. jeeps, land rovers, kitcars, estate cars, station wagons) complete
732-200	Buses and coaches (including trolley-buses) whether or not assembled
732-300	Lorries and trucks (including ambulances, etc.) whether or not assembled (other than special purposes)
732-490	Special purpose vans, lorries and trucks, n.e.s., whether or not assembled, complete
732-600	Chassis with engines mounted of a kind used for vehicles of headings 732-110 to 732-150
732-700	Other chassis with engines mounted
732-800	Bodies, chassis, frames and other parts of motor vehicles, n.e.s. (other than motor-cycles) but not including rubber tyres, engines, electrical parts
821-200	Metal beds
831-100	Fibre suitcases, excluding leather, plastic and vinyl
841-600 841-431	Shirts of textile fabric not knitted or crocheted Singlets, undervests, chemises and similar garments knitted or crocheted, including interlock, not elastic or rubberized
	Restriction of the above items is applicable only to the following countries: Poland, Hungary, East Germany, Rumania, Czechoslovakia, People's Republic of China, Taiwan, Korea, Hong Kong, Japan, India, Pakistan, Ceylon and Singapore. They can be imported from all other countries under Open General Licence No. 1 of 1970
851-100	Footwear with soles and/or uppers of plastic
894-311	Shot guns, pistols and revolvers
894-319	Other non-military firearms for firing blank ammunition
897-100	Jewellery of gold, silver and platinum group metals and goldsmiths' or silversmiths' wares including set gems (except watches)
899-310	Candles
899-320	Matches (excluding Bengal matches)
899-410	Umbrellas and sunshades (including walking-stick umbrellas, umbrella tents)
951-020	Artillery weapons, machine guns and military arms
951-050	Revolvers and pistols
951-060	Projectiles and ammunition, n.e.s. (bomb, grenades, torpedoes, guided missiles and similar ammunition of war)

Applications for import licences, 1970

SIERRA LEONE Government Notice No. 1176 invites applications from importers for goods for which specific import licences are required. In the case of goods which originate in the United Kingdom those for which specific import licences are required are printed in the Schedule to the Open General Import Licence No. 1 of 1970 above.

It is requested that applications should be submitted before October 31, 1969.

Full details of the provisions of these notices may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Notes:

Imports covered by this licence are subject to the condition that the

(Continued on next page)

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importer produces at the time of import a Certificate of Origin in respect of the goods in the form required for entry of goods under the Customs Tariff Act or such other form as the Comptroller of Customs may from time to time approve.

Importers are reminded that the issue of an Open General Licence does not relieve traders from complying with other regulations to which certain goods are subject. In their own interest traders should make inquiries from the Ministry of Trade and Industry about such regulations before arranging importation.

MALAYSIA

Pioneer industries (1)

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has declared the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

Industries	Products
Manufacture of compressed and liquefied gases	Acetylene gas; oxygen gas.

The proposal to designate these products appeared in the *Board of Trade Journal* of July 30, 1969, page 331.

Pioneer industries (2)

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

Industries	Products
1. Manufacture of primary plastics	Polyvinyl chloride compound
2. Manufacture of non-metallic mineral products, n.e.s.	Asbestos floor tiles
3. Manufacture of stamped, pressed and coated metal products	Steel bailing hoops
4. Manufacture of miscellaneous electrical apparatus	Paper insulated power and telephone cables
5. Manufacture of primary plastics	Polymethyl methacrylate casting sheet. Polyester resin coating board. Amino-alkyd resin coating board.
6. Manufacture of beverages	Canned and bottled toddy
7. Manufacture of plastics products, n.e.s.	Flushing cisterns
8. Manufacture of cement and concrete products	Autoclaved aerated concrete blocks. Autoclaved aerated reinforced wall curtain panels. Autoclaved aerated reinforced floor/roof slabs
9. Manufacture of non-metallic mineral products, n.e.s.	Refined kaolin of various grades
10. Manufacture of miscellaneous food preparations	Rice vermicelli

This notice means that it has been represented to the Minister of Commerce and Industry that the development or establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of fixed capital expenditure incurred, and up to eight years if they further qualify on ground of (i) location in a development area; (ii) produce a priority product or establish a priority industry; (iii) achieve the required level of local content in production.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before November 6, 1969, of his objections and of the grounds on which they are based.

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472, 473).

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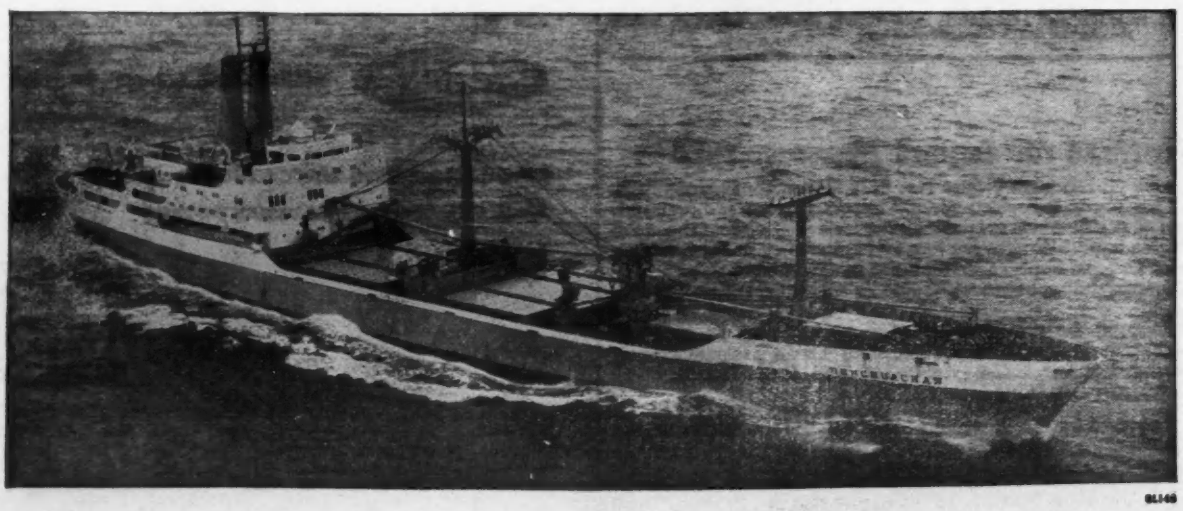

SINGAPORE

Customs Duties Amendments

THE SINGAPORE GOVERNMENT GAZETTE dated September 26, 1969, published the Customs Duties (Amendment No. 8) Order, 1969, which amends the Schedule to the Customs Duties Order, 1968, as follows:

Code	Description	Unit of quantity	Customs duty		
			Full	Preferential	Excise
	Matches (excluding Bengal matches):				
899 321	In containers holding not more than 10 matches	10,000 sticks	80 cts per 100 containers	80 cts per 100 containers	Nil
899 322	In containers holding over 10 but not over 20 matches	10,000 sticks	$1·60 per 100 containers	$1·60 per 100 containers	Nil
899 323	In containers holding over 20 but not over 50 matches	10,000 sticks	$4 per 100 containers	$4 per 100 containers	Nil
899 324	In containers holding over 50 but not over 75 matches	10,000 sticks	$6 per 100 containers	$6 per 100 containers	Nil
899 325	In containers holding over 75 matches	10,000 sticks	$2 per 100 containers for each 25 sticks or part thereof in each container	$2 per 100 containers for each 25 sticks or part thereof in each container	Nil

The above is amended by substituting for the word Nil under Excise the words and figures:

1 ct per 100 sticks,

and by *inserting* immediately after 899 325 the following:

Code	Description	Unit of quantity	Customs duty		
			Full	Preferential	Excise
899 326	Advertising matches	10,000 sticks	8 cts per 100 sticks	8 cts per 100 sticks	1 ct per 100 sticks

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Room E.47, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472, 473).

AUSTRALIA

Results of Tariff Board inquiries

CHANGES have been made in the Australian Customs Tariff affecting rates of duty payable on the following goods:

1. Flexible metal tubing, piping and shafts.
2. Time switches and assembled clock movements.
3. Taximeters, parts and accessories.
4. Compressed gas cylinders and similar pressure containers of iron or steel.
5. Almonds.
6. Drawing instruments and protractors.
7. Syringes, injection or puncture needles, catheters, etc.
8. Transmission conveyor or elevator belts and belting, and woven cotton fabrics over 15 oz. per sq. yd.

The Tariff Board inquiry into rates of duty applicable to forged steel flanges (tariff item 73.20.1) has also been completed. As a result of that inquiry, rates of duty on those goods remain unaltered.

Particulars of the above tariff changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime, brief details may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Dumping cash securities: fertilizers

NOTICE was given in the *Board of Trade Journal* of July 23, 1969, that the subject of nitrogenous fertilizers had been referred to the Australian Tariff Board for inquiry and report on questions arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65.

It has now been reported by the British High Commission at Canberra that, pending the Tariff Board Report, interim dumping cash securities have been imposed from October 17 on nitrogenous fertilizers falling within chapters 28, 29 and 31 of the Australian Customs Tariff.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting reference CRE 1583/69.

Dumping cash securities: caustic soda

THE BOARD OF TRADE has been notified by the British High Commission at Canberra that interim anti-dumping action in the form of cash securities has been introduced by the Australian Department of Customs and Excise on caustic soda (tariff item 28.17.1) which is entered into Australia for home consumption on and after October 13, 1969.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting Ref. No. CRE 23536/G.

NEW ZEALAND

Tariff and Development Board report

COPIES OF THE following New Zealand Tariff and Development Board report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) Reference CRE 1716/67.

Tariff Item	Description
83.09.01	Frames for handbags, purses and the like.

Emergency Protection Authority report

COPIES OF THE New Zealand Emergency Protection Authority report relating to woven fabrics containing man-made discon-

(*Continued on next page*)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 or to the appropriate Regional Office of the Board.

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OF NEW ZEALAND LIMITED

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tinuous fibres or sheeps' or lambs' wool or fine animal hair, which continue the recommendations of the EPA report of August 22, 1968, have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), Ref. CRE 25006/G. These fabrics are classified in various items in Chapters 50, 51 and 53 to 56 of the New Zealand Customs Tariff.

Emergency Protection Authority reports

COPIES OF THE following New Zealand Emergency Protection Authority reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
48.12.00 59.10 59.10.01 59.10.09	Floor coverings, linoleum, etc.
60.03.02 60.03.03 60.03.04 60.06.05	Women's and girls' full length stockings, knitted or crocheted, not elastic nor rubberized.

Tariff changes

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on October 3, 1969:

Tariff Item	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
	Chapter 82				
	Tools, implements, cutlery, spoons and forks, of base metal: parts thereof				
82.02	Saws (non-mechanical) and blades for hand or machine saws (including toothless saw blades):				
	Blades for hand or machine saws:				
	Circular:				
	Not exceeding 12 in. in diameter:				
82.02.05	As may be approved by the Minister and under such conditions as he may prescribe	..	Free	17½%	30%
82.02.06	Other	..	20%	37½%	50%
	Other kinds:				
82.02.11	As may be determined by the Minister	..	20%*	37½%*	50%*
82.02.12	Other	..	Free	17½%	30%
82.03.13	Bandsaw and toothed bandsaw strip, over 4 in. in width, for wood sawing	..	10%	27½%	40%
82.02.19	Other blades	..	Free	17½%	30%

*Or such lower rate of duty as the Minister may in any case direct.

The following items were revoked on October 3, 1969:

82.02	82.02.07
82.02.05	82.02.08
82.02.06	

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

SUBSCRIPTIONS AND SALES

***Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses:** 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1, 7-11 Linenhall St., Belfast 1; or through any bookseller.*

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UNITED STATES

Fair Packaging and Labelling Act

THE *Board of Trade Journal* of July 9, 1969, gave notice of a proposal to exempt various fruit juice beverages from certain of the labelling requirements of the Fair Packaging and Labelling Act.

After consideration of the comments received, the United States Food and Drug Administration has issued an amendment to the regulations effective December 15, 1969.

Anyone who will be adversely affected by this amendment may file written objections with the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W. Washington, D.C. 20201, by November 13, 1969.

Inquiries about this notice should be addressed to Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Ref. FR 15.10.69.

Hazardous substances labelling requirements

THE *Board of Trade Journal* of October 17, 1969, gave notice of a proposal to amend the regulations under the United States Federal Hazardous Substances Act to provide for the adequate labelling of certain products which require the signal word 'danger' or 'poison'.

The United States Commissioner of Food and Drugs has now extended the date for filing comments on this proposal to November 5, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), Ref. FR 16.10.69.

Cyclamic acid and its salts

EFFECTIVE FROM October 21, 1969 the United States Commissioner of Food and Drugs has deleted cyclamic acid and its salts from the list of additives which are generally regarded as safe for use in food.

Details of the dates that have been set for the withdrawal of products containing cyclamates may be obtained from Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Ref. FR 21.10.69.

Guides for wig and hairpiece industry

THE UNITED STATES Federal Trade Commission proposes to issue guides on the labelling and advertising of wigs and hairpieces to assist manufacturers and advertisers of such products to avoid violations of the law.

Interested persons are invited to submit written comments on the proposed guides with the Chief, Division of Industry Guides, Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue, and 54th Street, N.W. Washington, D.C. 20580, not later than December 15, 1969.

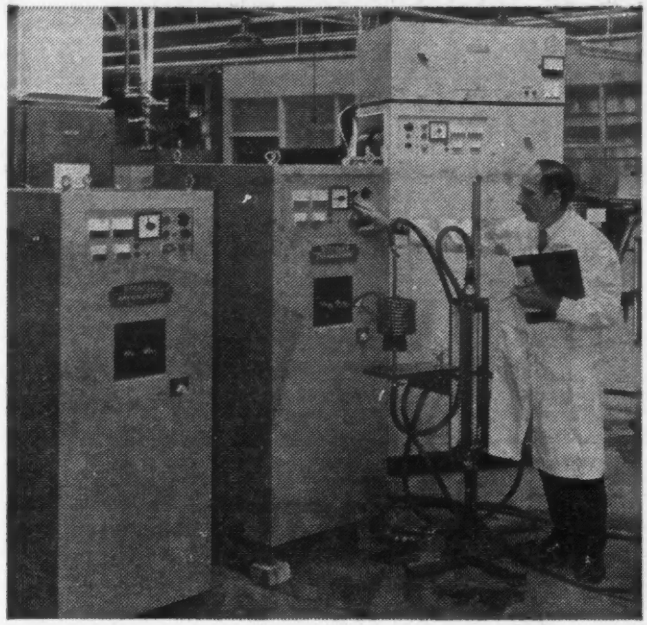
Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), Ref. FR 14.10.69.

Instruments and apparatus for scientific and educational institutions

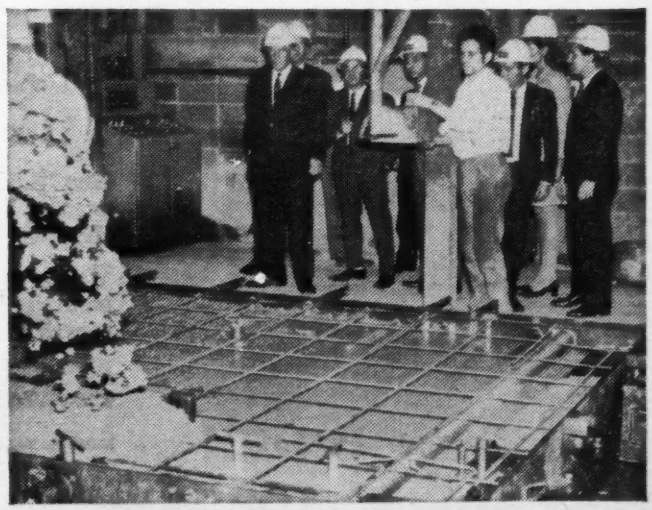
THE *Board of Trade Journal* of July 30, 1969, gave notice of a proposed amendment to the regulations under the United States Educational, Scientific and Cultural Materials Importation Act of 1966.

After consideration of all comments received the Department of

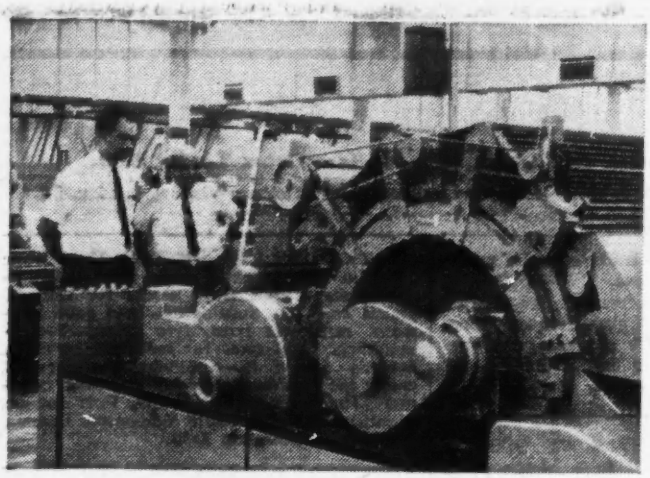
(*Continued on next page*)



Thermatron, a division of Willcox & Gibbs Inc., New York, recently placed an initial £50,000 order for 16 'HyForce' induction heaters from the new range of equipment designed and built by their British counterpart, Stanelco-Thermatron Ltd., Boreham Wood, Herts. The British design team, following a three-year £100,000 research and development programme, make use of the latest techniques in solid-state electronics and modular construction to produce a series of compact and reliable induction heaters. These can be integrated into the modern production-line systems used extensively in America for the heat treatment of metals and metal components.



Governor George Romney, United States Secretary of Housing and Development, flew in by helicopter recently to inspect Taylor Woodrow Anglian Ltd.'s Midlands Division factory at Rushden, Northants, in the course of bringing himself up to date with leading United Kingdom industrialized building techniques. Picture shows Mr. Romney (first left) watching a concrete pour. Behind him is Mr. Douglas B. Thompson, a Taylor Woodrow Anglian Ltd. director, and the remainder of the party includes, third left, Mr. Charles Exton, factory manager.



Mr. Partridge, technical specialist on carding machinery and Mr. Isaacs junior, general superintendent of Bibb Manufacturing Company's Columbus and Anderson plants in America watch the Platt high production cotton card machine in production. Platt Bros. (Sales) Ltd. – a Stone Platt Company has had considerable success with this machine in the American market. Over the last two years orders have totalled almost £700,000.

UNITED STATES, *continued*

Commerce has decided to replace the existing regulations with new regulations, which become effective on November 13, 1969.

Inquiries about this notice should be addressed to Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Ref. FR 14.10.69.

Control of electronic product radiation

THE UNITED STATES Bureau of Radiological Health has announced details of a proposal for a new sub part to be added to the regulations under the Radiation Control for Health and Safety Act of 1968.

The new sub part would establish general provisions regarding the certification and labelling of electronic products to which Federal standards are applicable and also would prescribe a performance standard applicable to the emission of X-radiation from television receivers.

Interested persons are invited to submit comments on this proposal with the Director, Bureau of Radiological Health, 12720 Twinbrook Parkway, Rochville M.D. 20852, to arrive not later than November 15, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), Ref. FR 16.10.69.

BRAZIL

Changes in tariff and import duty

UNDER BRAZILIAN RESOLUTION 689 of July 28, 1969, the following new tariff sub-heading was created:

Tariff Number	Description	Rate of duty *ad val.* c.i.f.
30-03 044 03	Medicaments Medicaments with a basis of purified streptokinase, or 'streptodornase'	10%

Under decree Law 714 of July 29, 1969, basic lubricating oil (tariff heading 27-10-007) derived from petroleum is free of sole tax when imported for use in the manufacture of white spirit.

CHILE

Customs Schedule Amendments

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff Item	Details	Specific Duty Gold Pesos	*Ad val.* Duty
28.28.03.01	Bismuth hydroxide	KN Free	20%
28.42.01.13	Bismuth carbonate	KN Free	40%
28.39.03	Bismuth sub-nitrate	KN Free	40% (valid until Dec. 31, 1969)
29.14.02.06	Amyl acetate	KG Free	130%
29.16.02.03	Bismuth sub-salicylate	KN Free	40% (valid until Dec. 31, 1969)
29.16.02.09	Bismuth sub-gallate	KN Free	40% (valid until Dec. 31, 1969)
38.19.07	Add the following: 'and other preparations for dental impressions'	KL Free	90%
49.11	Insert new sub-heading:		
49.11.02	Printed matter for advertising purposes	KG 8·00	75%
71.02.01	Insert new sub-heading:		
71.02.01.03	Agates	GN Free	65%
73.32.99	Insert new sub-heading:		
73.32.99.03	Toggle nuts for fixing on hollow walls	KG Free	115%
84.63.99	Speed reducers for power transmission up to 12 h.p.	Free	100% (valid until June 30, 1970)
90.20.01	X-ray apparatus	KG Free	46%
97.03	Insert new sub-heading:		
97.03.02	Reproduction of musical instruments	KG Free	125%

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

MISCELLANEOUS ADVERTISEMENTS

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Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1**

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THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry. – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

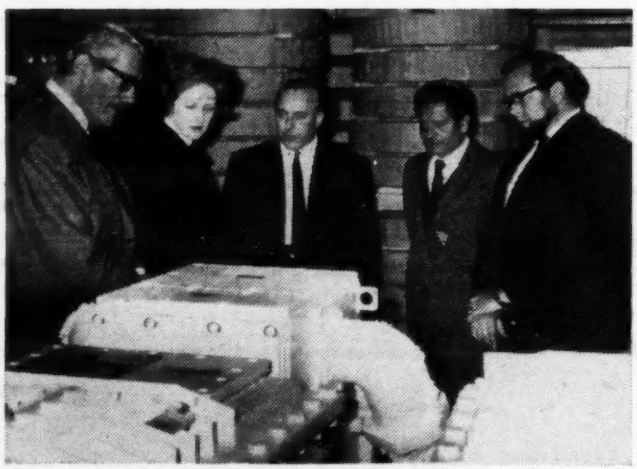
VENEZUELA

Registration of foodstuffs

EXPORTERS OF FOODSTUFFS to Venezuela are reminded of the need to submit their products for prior analysis and registration by the Venezuelan health authorities. It is understood that the Venezuelan Ministry of Health is now strictly enforcing this requirement, which has in fact existed since 1959.

Decree 525 of January 12, 1959, requires importers to submit three samples of each foodstuff that it is intended to import and two copies of relevant labels and trade literature to the Ministry of Health and Social Assistance, Edificio Sur, Centro Simon Bolivar, Caracas, together with a purity and composition certificate, authenticated by a Venezuelan Consul in the country of origin, vouching for the product's free sale there. A number is then assigned, which must be printed on all containers.

A translation of the relevant parts of Decree 525 is available from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476), to whom further inquiries should be addressed.



Senor Gustavo Cartagena (third from left), a member of an inward trade mission from El Salvador, organized by the BNEC, examines a mining transformer during his tour of the Loughborough works of Brush Electrical Engineering Co. Ltd., a Hawker Siddeley company. Senor Cartagena is president of the Executive Commission for Acajutla Port and director of the Banco de Credito Popular SA. Also in the picture are (left to right): Mr. R. D. Taylor, a director of Brush Electrical Engineering Co. and Hawker Siddeley Electric Export Ltd.; an interpreter; Mr. J. W. Reid, manager of Brush's transformer division; and Mr. A. M. McGhie, an executive of Hawker Siddeley Electric Export.

PERU

New mining legislation

HM EMBASSY in Lima report the introduction on September 2 of three new laws affecting the mining industry. Brief details of the new laws are as follows:

Decree Law 17791 – establishes new conditions to aid the small mines;

Decree Law 17792 – establishes new time limits on the exploitation of hitherto unworked concessions;

Decree Law 17793 – reduces the area of mining concessions which can be treated as a single economic and administrative unit, thereby making it more difficult to avoid exploitation.

The Board of Trade has received copies of the new laws; any inquiries about these laws or about Article 51 of the Peruvian Mining Code (as amended in 1966), which contains most of the existing obligations concerning the exploitation of concessions, may be addressed to Export Services Branch, Board of Trade, Hillgate House, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

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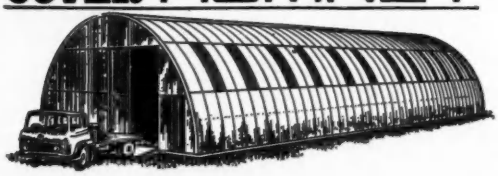

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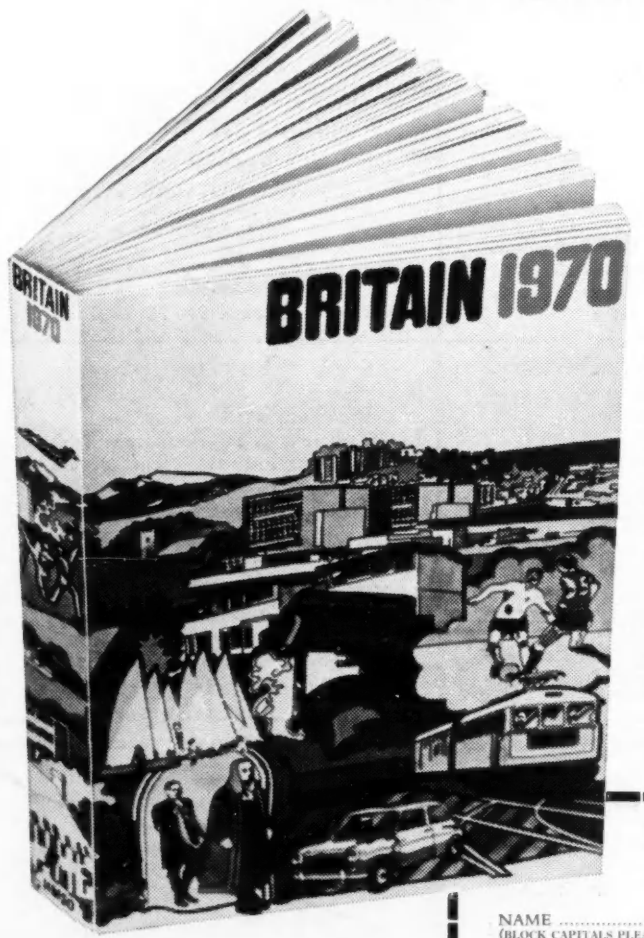

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